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Thomas A Edison Papers

A SELECTIVE MICROFILM EDITION

*PART III
(1887-1898)*

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The original documents in this edition are from the archives at the Edison National Historic Site at West Orange, New Jersey.

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1889. Mining - Foreign (D-89-52)

This folder contains correspondence and other documents relating to mining and ore milling in Canada, Chile, Europe, and New Zealand. Some of the items deal with inquiries about Edison's ore milling and processing machinery. Other documents pertain to ore samples sent to Edison from various sources. Among the correspondents are Osgood S. Wiley, an Edison agent in the United Kingdom who was dismissed in 1889; James Dredge, the coeditor of *Engineering*; and S. J. Ritchie, a businessman seeking to utilize Edison's ore milling process in Canada.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: routine correspondence regarding foreign mining properties and ore samples sent to Edison for assay; correspondence about Alfred O. Tate's Canadian business dealings with George D. Dickson and W. H. Dean; letters of transmittal; duplicate copies of selected documents.

in writing England

London Jan 2 1889

J.A. Edison

Dear Sir

OK

I send to my
brother today a Doctors Certificate & also
letter from a responsible business man who has
seen me clearly - my brother will forward
them to you & I trust they will satisfy
you & I hope you will send me the
name of the Damn liar & I will give him
a rare taste of English law for libel

Yours Truly

A.S. Welby

Use Milling & Co. Ltd.

London 11th March 1889

Dear Sir

I enclose 2 Certificates

relative to charges made also one
from Mr Plumb who has seen a good
deal of me - I hope this will

Satisfy you - I can also get the Hotel
Manager to write you but did not
do so as I did not want any
one to know I was even suspected
of acting so foolishly - Out of
justice to me I think it no more
than fair I should know who this
person was who has so lied about me
the Government it has & will cause me
until I hear from you is something great
I have not spoken to Mr Dredge about it
it but he has seen me so much
he could tell you to the contrary -
We are getting to work & I expect
in three weeks to have the Ore

[illegible]

[ENCLOSURE]

Dr. M. Long, Eng. Land.

ST GEORGE'S HOSPITAL.

HYDE PARK CORNER, S.W.

Jan 1st 1889.

To.

Mr Edison.

Dear Sir,

At Mr Wiley's request

I furnish you with the following particulars of the short illness he had about a month ago and during which I attended him.

I was called to the First Avenue Hotel and found Mr Wiley complaining of great pain in his right side. I examined him and found that he had fractured his seventh rib. There was severe confusion of

[ENCLOSURE]

the surrounding parts and rupture of a few of the intercostal muscular fibres.

He explained to me the manner in which he met with the accident (by being thrown onto the splash board of a "hansom") which would account exactly for the nature and situation of the injuries received.

Mr Wiley was not nor has he been at any time during the past two months suffering from Delirium Tremens. I can say this with absolute certainty as I have seen him nearly every day during that period as I had another patient in the Hotel who occupied

[ENCLOSURE]

a room adjoining and with
whom Mr Wiley was on
intimate terms.

I am,

Dear Sir,

Yours Sincerely,

Frank J. MacVear.

Thomas Alva Edison, Esq.

[ENCLOSURE]

Use Mining Company

THE COWLES ELECTRIC SMELTING & ALUMINUM PROCESS.

THE COWLES SYNDICATE COMPANY, LIMITED,

36, LOMBARD STREET,

LONDON, E.C.

Telegraphic Address—"Alumith, London."

O. S. Niles Esq.,

London. -

My Dear Sir: -

In response to your enquiry of yesterday's date, it affords me pleasure to state that since a day or two subsequent to your arrival here, I have seen or been with you almost daily, and I can say most definitely that if any body alleges that during that time you have been intemperate, or ill from drinking it is absolutely false - a falsehood made from entirely whole cloth. On the contrary had there been any drinking done by you I must have seen it, and such is not the case.

Yours very truly,

THE COWLES SYNDICATE Co. Ltd.

A. M. G. Smith,
Managing Director

Q121 PMm

OVIATT & ALLEN,

ATTORNEYS,

OVIATT'S BLOCK, 102 N. HOWARD STREET,

AKRON, OHIO.

Mr Thomas A. Edison

Dear Sir:

Akron, O. January 15th, 1889.

In compliance with your request when at our office on the 7th of this month, we have sent you, by express, to-day, a sample, weighing about 35 pounds, of the iron ore, with which you said you desired to make further experiments. This is the same kind of ore that was obtained by one of your agents at Coc Hill, in Canada, and with which you have already experimented.

We have also requested samples of the copper and nickel ores from Sudbury to be sent here to us, and upon receipt of them will forward same to you, with sample also of the matte we are now making.

Mr S. J. Ritchie a resident of this city who is largely interested in the copper and nickel mines, and the iron mines with which we are connected, is now in New York, and desires the privilege of calling upon you and pursuing the conversation we had with you at our office. He has been at your place some 5 or 6 times, but has been unable to see you. We trust that you will be so kind as to grant him a short interview, for we have several metallurgical problems in connection with these ores that are of vital importance to us.

(dictated)

Very truly

Oviatt & Allen

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 3885.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.

Offices, 25 & 26, Bedford St., Strand,
London, W.C.

16 day of January 1889

J. A. Edison Esq

Dear Sir,

I have questioned Mr. Wiley on the subject of the £40 advanced by Mr. Gomard. He tells me, that the advance was made for the purpose of executing a commission with which you had entrusted, & that you are fully acquainted with the incident. I trust this is satisfactory. The separator will be erected shortly, and I trust you will be

satisfied that I have had it done as economically as possible.

Will you please give me that instruction as to what you wish done, in the way of showing or publishing the machine, when it is ready? I have no information as to the gold separating arrangement which is of course the most important. Although I wish no personal interest in this matter, I desire to carry out your wishes as fully as possible, and for that reason am very desirous of knowing what they really are.

If I might make the suggestion £4 a week are ample to pay Mr. Wiley's current expenses, together with the part of his salary.

Yours faithfully,
James Dredge

One Milling England

Jan 17 1889

Dear Mr. Totto

Relative to the

£60, I should have - when
I first came here - not
knowing my way about I was
compelled to use cabs & I
was going to the Crystal Palace
nearly every day & I soon
ran ahead of my stated
allowance of 6£ weekly
I supposed I could save some
out of it now but you have
no idea how expensive it is
here - I also bought some
clothes - Now I would
not care for Dredge to

Know^{ing} the overdrown I told
him yesterday that I
would settle it with you
personally - my plan is
this - as soon as I hear
from you - I will notify Mrs
Wiley to not draw so much
weekly as you may suggest
to me. I would prefer
Mr Edison's not knowing I
overdrown but of course
you know best - you can
be assured it will all be
paid up - Please advise
me at once about this &
as I say it is not necessary
for Duquesne to know it as
the money came from Cal
Gowand - I am sure

I know the man who wrote
those lies about me - it
is a man named Dan
Boyd who stops at the
1st Ave Hotel - He is a
smaller & will soon be
taken in - Will you please
let me know who it was
out of justice to myself
this crowd offered me
£2000 if I would let
them see the One Machine
before any one else &
before the patent papers
came - this I refused to
do & hence they turned
around on me &
took those means of

retaliation - We are now
beginning erecting the
One Separator & I hope
in three weeks or less
to have it working - I have
Engine & fan free of
charge & Dredge says
I am doing well with it
so that is all that is
necessary - With regards to
all

Yours Truly

AS Wiley

1st Ave Hotel

LE

FIFTH AVENUE HOTEL,
MADISON SQUARE, NEW YORK.

July 19/89

Thomas A Edison

Dear Sir

Agreeable to our
arrangement on Thursday a
bbl of Copper + Nickel ore
and a bbl of Iron ore was
this afternoon sent by
Express from Cleveland
addressed to your laboratory
at Orange. I expect our
people will be here on
Tuesday morning and if they
do we will all go direct
to your place to see the ore
put through

Very truly Yours
S J Ritchie

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

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This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

NUMBER	SENT BY	REC'D BY	CHECK
5	W	ao	2 paid

Received at Orange N.J. 9/16 Jun 21 1887

Dated New York 21

To Thomas A Edison

Orange N.J.
 Have two barrels of ore arrived at
 your laboratory by express from Cleveland Ohio
 four people expect to be at your
 place tomorrow afternoon answer Fifth Ave Hotel
S. J. Ritchie

Form No. 1.

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THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

NUMBER	SENT BY	REC'D BY	CHECK
16	W	ao	17 paid 4 ex

Received at ORANGE N.J. 1220 Jun 22 1887

Dated New York 22

To Thomas A Edison

Orange N.J.
 The Akron people are here and we will
 all be over tomorrow morning
S. J. Ritchie
5th Ave Hotel

W. R. L. & Co. Eng. Co. 11.

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE NO. 3088.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.
(Office, 33 & 36, Bedford St. Strand,
London, W.C.)

25 day of January 1887

Jan 13/87

T. A. E. & Co. Eng.

Dear Sir,

I beg to acknowledge
receipt of your favor of the
15th informing me you have
honored my draft.

I trust you will approve of
what I have done in reference to
the milling machinery which
will be completed in a few days.

Considerable attention was neces-
sary to make the space given in

by Messrs Vinton & Co. available
for the purpose.

I have made a contract with
a reliable firm, to remove fran-
tison, reconstruct, and erect the
separator, ready for running, except
the engine for £67.5.0.

As regards the engine, I have felt
it had for many reasons to decline
the offer made for lending a gas engine.
I do not like, & I think you would
not like, to be under any obligation,
and as it is obvious no one would lend
an engine for philanthropic reasons;
there must be an axe to grind, & one
never knows the size and ultimate
object of the implement. I have therefore
preferred to hire an engine, which with
a man to drive it will cost £10 a month.

The firing of the engine will be
a very small matter. Some
transmission shafting will have
to be provided. I have incurred
some small expense, in the service
of a gentleman connected with
men Vanter, as I considered it money
well spent. The expense in working
will be, apart from Mr. Wiley, the
fuel for the engine, water for condensing
and some small incidental expenses.

I have been somewhat more
careful in arranging the details of this
visit, than if I had been spending
my own money, & you will I think
be pleased with the installation.

Yours faithfully

Amos Dedy

Ordnance Division
Office of
H. P. McINTOSH,
Rooms, 9 and 10 Wade Block,
No. 108 Superior St.

Ans. 23/2/54

Cleveland, Ohio. 29 1889.

Edison's Laboratory,
Orange, N. J.

Gentlemen:-

While in New York I ordered the Superintendent of the
Central Ontario Ry., to ship to me at Orange, N. J., a barrel
of Titanium iron ore. I had it shipped in my name so that the
parties there would get no clue as to what we are working on.

When it arrives at Newark please take charge of it, treat
it, etc., reporting the results to us. If it is necessary
for you to have any other order than this to get it, please
inform me and I will send whatever order is necessary.

Yours Resp'y,

H. P. McIntosh



TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 8668.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.

OFFICES, 25 & 26, Bedford St. Strand,
London, W.C.

30 day of January 1889

J. A. Edison Esq

Dear Sir,

I have been to day to Messrs. Vanter's works, to settle the arrangements about the separator; the work is nearly finished now and I think the place will be very creditable; I don't mind the proper speed at which the dynamo should be run, but I am sorry we shall get at it by trial. I do not know if you propose that the magnet

should be held entirely by the suspension ring screw, but I intend to block it slightly from below; everything else seems quite clear. As soon as you are ready for the joint separation experiment, we shall be able at Messrs. Vanter's place, to obtain a large number of samples to treat. Will you let me know if you would like, or otherwise, to have an illustrated notice in Engineering, and whether you would like to have some general press notices after the machine is in operation. Yours faithfully

James Clerk Maxwell

FIFTH AVENUE HOTEL.
MADISON SQUARE, NEW YORK.

ALL
Feb 4/89
Jany 30/89
Thomas Edison Esq
Dear Sir

I would like your
estimate of the cost of
a plant for treating five
hundred tons of iron ore
per day such as you now
are treating from Canada
zone

After the plant has been
erected I would like to
know at what price per ton
you will treat these ore
making the separation of
both Sulphur & Silica
3rd How soon we could such
a plant be put up and
be producing ore for shipment

175
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Are you willing to take
Contract for testing large
quantity of ore?

If your process should
prove successful our
Company would probably
wish to central the right
to use it in Canada
and until that is determined
would desire that no rights
be sold to other parties
in Canada - Your answer
to all the above would
very much oblige

Very truly yours
J. F. Ritchie

Please write me at Athol O
upon receipt of this as our
Company will have a meeting
Saturday or Monday and I would
like to hear something to lay before
them

[ATTACHMENT. CA. FEBRUARY 4, 1889]

"Cable Address"
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

1889-01-30.

1st

Orange, N.J. _____ 1888

plant for
Cost of \$200 ton per day from 40 pct ore w at
Allentown \$27,000 - 200 tons of raw ore is run through.
Your ore is richer so 200 tons would give you say
175 tons concentrate hence for 500 tons concentrate
daily plant would cost roughly \$75,000.

2nd Can give figures very closely at present but
think they could be made at 60 @ 70 cent per
ton crude ore

"Cable Address"
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

1889-01-30.

3rd

Orange, N.J. _____ 1888

Plant could be put up in two months

4th Am will to make a Contract with the
Co for transferring on same bases as our
Allentown Contract but not until
our mill there has run a week
or so that we can get data to
calculate our mill is now being built.
5th Will not deal with any others for Canada
for Canada months at any rate

[ATTACHMENT. CA. FEBRUARY 4, 1889]

at the bus stop
that Cast iron
analysis - was it
SAC factory for
Superfund

3
16
22
22
22
22
22

MEMORANDUM.

To Mr. J. B. Lutz

From JOHN WILEY & SONS,

15 Astor Place, New York.

Feb 2 1889

Dear Sir, I enclose herewith
a clipping from the "Evening Age"
on the Magnetic Rolls.

I have rec'd another letter
from Mr Dodge (last night)
would like you to make some
arrangement with Mr Edison
to see me tomorrow (Sunday)

Kindly advise me by telephone
as of my father Mr Jos Wiley, his
telephone number is 185 Orange
(Mr E. S. Hamilton) what time
I can see him allright

Yours truly,
Wm J Wiley

one railway - England

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TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,500

EDISON'S PHONOGRAPH CO.

Edison House "B," Northumberland Avenue,
LONDON.

W.G.

Feb. 8th. 1889.

*ms
Feb 9/89*
T. A. Edison Esqr.
Orange, N.J.

*Take
alluded to this*

Dear Edison,

Re Mr. Wiley's account.

Referring to your letter of Feb 7th and Mr. Wiley's verbal statement to-day that you had now received a proper statement of his account from himself, I have, in accordance with your request, drawn upon you for the amount of my advances to Mr. Wiley as per account already rendered: the draft being forwarded to Messrs Drexell Morgan & Co., of New York, for collection. Mr. Wiley has just been to me for further advances upon the ground that material which he has bought and which was to be delivered within a few hours c.o.d., would not be left unless he paid for it, and he could not get the money from Mr. Dredge as he was not at his office, and did not know when he would be there. I explained to Mr. Wiley that you had requested me to make him advances, and moreover you had, from your letter, not appeared to have appreciated

the motive which prompted me to put myself to the inconvenience of making him advances in the first instance. The reason Mr. Wiley explained to me the exceedingly unpleasant and unsatisfactory relations that he had with Mr. Dredge and that he had recently been obliged to borrow £15 or so from some comparative stranger in order to meet the payments incidental to the erection of the Ore Milling apparatus. Of course you may think that this is no business of mine, but when I point out to you the reason why it is a matter of concern to me you may think differently. Mr. Wiley is here in connection with some business of yours in which I have nothing whatever to do, it is true, but at the same time, everybody will naturally suppose that I have something to do with it, and whether I have or not, you are known to have something to do with it and so, your credit, primarily, and mine, by induction, is equally involved in any question of credit concerning Mr. Wiley's operations here. The recent complications with Mr. Dredge and Mr. Wiley compel me to say that if Mr. Wiley is to proceed here with this Ore Milling business as no doubt he is to do, you should have a satisfactory understanding with Mr. Wiley and Mr. Dredge, and make provision for Mr. Wiley's expenses, so as to save all concerned from discredit. I objected to make Mr. Wiley any advance in faith of your request that I should not do so, but he put his case so strongly that there seemed to be no alternative on my part but to advance him the small

amount required, (and the smaller the amount the greater the scandal in this case,) which I have accordingly done.

I sincerely trust that there will be no complications here, arising out of the Oro Milling business, that may prejudice the Phonograph, which, together with your name, is so conspicuously before the public, that anybody could do almost anything, having your authority. The greatest danger of all, in a matter of this kind, with a man of the admitted inexperience of Mr. Wiley, is the falling into the hands of undesirable people. I wish not to be understood as making any criticism on Mr. Wiley to his prejudice or otherwise, nor as to his fitness or unfitness for the work he is doing, my only solicitude is for your greater interest, as concerns the Phonograph and my own interest consequent thereon.

Faithfully Yours,

G.E. Gouraud.

on Value - England

Newbery, Vautin (Patents) Gold Extraction
Company, Limited.

REGISTERED
TELEGRAPHIC ADDRESS,
LUTHERMONT,
LONDON.

Assay Office & Refining Works:-

33, Wharf Road, City Road, N.

ALL COMMUNICATIONS TO
BE ADDRESSED TO
THE SECRETARY OF
42, OLD BROAD ST.,
LONDON.
TELEPHONE 2710/19.

London. 7 Feb. 1889

A. C. Tate Esq

Dear Sir,

Please honor draft
for £50, will send a
detailed statement of
expenses next week.

The plaint will be
running beyond Wednesday
can raise unlimited capital
at once. Unfortunately
I have seriously poisoned
my finger, & shall be
unable to write full
particulars for a week.

Yours truly,
W. H. Hely
W. H. Hely

one well - 1 - 1911.

Feb 2

Dear Mr Tate

Yours recd. &

Will write you fully about the
money matters next week about
Mrs Wiley - also may call by

Write you about Dodge & make
it all clear to you. My head
aches me fully 4 or 5 weeks & I
have nothing & 3 miles to go to
the house - I could go to any
cheaper place but don't think it
wise on acc of my feeling up
such a place - Dodge thinks
I should stay where I am

Can you not let the G. L. go on
& leave with salary - I expect some
money from a source in the
N.D. about March 15 & when I
can square it all up &
when you get my letter by

With the mail you'll see
how matters stand - I've
frozen my finger & have
had to have it lanced &
caught cold in it & my
arm is very badly swollen
& its very hard for me to
write - Thanking you very much
for yr kindness &

remain
~~your~~ Truly

O.S. Wiley

Our Milling - 100,000

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 8888.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. WILEY AND JAMES DREDGE.
(Office, 25 & 26, Bedford St., Strand,
London, W.C.)

8 day of February 1889

J. A. Edison Esq

Dear Sir,

I have your favour of
Jan'y. 29. I was quite convinced
that Mr. Devereux Wiley was lying
to me when he explained the
reason of his having drawn £100
in excess from Col. Gurnard; how-
ever I was bound to accept his
statement and await information
from you. Your new functions
shall be carried out strictly, and
I now understand your wishes
to show the machine &c.

We shall have a run with it
tomorrow, and have everything
in order next week. The time taken
over it seems to have been very
long, but people do things slowly
here, and one has to get on with
of Parliament already almost
before you can touch a brick.

I trust you will find the
expense incurred not excessive.

The last paragraph of your
letter suggests an explanation
which I should I think offer
to you. The only reason why I
have acted on your account
in this or separation matter, are
first because I understood that
Mr. W. H. Wiley has or will have
some substantial interest in it, &

offered, but I have seen so
much of people seeking to
couple their name with yours,
for their own personal benefit,
that I feel somewhat sensitive
on the subject, & anxious to assure
you, that I am not in the least
actuated by any desire for per-
sonal benefit or profit.

I will send you some photo-
graphs of your little installation
next week.

Yours faithfully

Amos Bledsoe

Second, because I am pleased
to be able to render you a
service. But I do not wish
to have any interest in the
business myself, and have no
intention whatever of either
suffering to, or accepting from,
you, any possible benefit or
participation. Of the little I may
be able to do, results in your
arrangement with Mr. W. H. Wiley
being satisfactory to him, & in the
establishment of pleasant relations
with yourself, I shall be sure to
repaid for any trouble I may take.

It may perhaps seem some-
what presumptuous on my part
to declare anything that has not been

THOMAS A. EDISON, President.
CHAS. BATHFIELD, Vice Pres.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRAUSE, Asst. Genl. Mgr.



The Edison Machine Works

No. 19 Day Street,

New York, N.Y.

February 11, 1886.



My Dear Tate:

I have your favor of the 6th. I certainly think you ought to write a letter to Mr. Dredge in Mr. Edison's name, approving of what he has done. I think it is a mistake to go to this expense at the moment in London, but it has been started and under these circumstances the only thing to be done is to pay for it, and the first thing to do is to assure the man who is attending to the matter that it will be paid for.

Yours very truly,

Samuel Insull

To A.O. Tate, Esq.,

Edison's Laboratory, Orange, N.J.

on Monday - England

AMERICAN SOCIETY OF MECHANICAL ENGINEERS,
TREASURER'S OFFICE, 19 ASTOR PLACE,
NEW YORK.

Address reply to
W. H. WILEY, Treasurer.

Oct. 11th 1889

P. E. Tate Esq

D. Sir This is the last effort I shall make

to arrange an interview with Mr Edison. It is absurd that in
three to four weeks there has been no time for meeting. I send
this by mail on Monday, & he informed me that he was the
only one who had anything to do with this matter.

I propose to deal with Mr Edison as I have all
along, & with you as his representative.

Most of the separator is to leave
any scrap in England or France & if you expect the influence
of Congress to be there in favor of it, you will see the
necessity of having some definite arrangements & some plan
of operations. I have prepared the ground in France, & we must
have some distinct plan to work to a scrap. If not, why all
the money & time spent me of no avail. I prefer to see Mr
Edison in the P.M. & at the laboratory & will come out every
day you may fix. As to earnings of this can not be done
I have Wednesday & Thursday. Please write me for information
& I must tell him either to go ahead or to withdraw.

Yours Respectfully Wm H. Wiley

see nothing. Sigler's

Feb 13th 1889

Dear Mr Tate
your favor recd
I called on Mr Dredge
& He talked the matter all
over - I did not want him
to know the whole facts of
the case he did not fully
understand me regarding the
money from Col Gouraud - I
Went to Dredge & asked him
to give me my weekly fund
as he did the 6th & he
said he would only pay me
monthly - as I had bought
some clothes I wanted to
pay for them then - I went
down to Hamilton & in some
way found and got a hold

of it & waste as he
did. He don't like Dredge
naturally - I have made
a big mistake while I
was idle awaiting my patent
papers I got into a
stock speculation & lost
all the money I had
overdrawn besides I did
spend some Extravagantly
all I ask is for Mr
Edison to give me a chance
to pay it all up I
will do what I can
to clear^{it} up if he will
give me another chance -
it has worried me sick

& I've no one to blame
but myself - my plant
is all up & will be
ready to work in a few
days - I would like to
have some definite ideas
relative to what is to be
done I can get all
capital necessary to float
a Company here - I've told
Mr Dredge about it &
the people who wanted to
go into it - Relative to
Mrs Wiley's aff - I must
leave that to you &
do just as you think
best - it is very expensive
living here - 4 £ to

Cover being &c is rather
small - However I am not
in a position to dictate
only give me another chance
& I will assure you
it will be all right -
my hand is better & only
for a slight cold I am
all right - 1881

Yours Very Truly

W. S. Wiley.

TELEGRAPH ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 3063.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM E. MAW AND JAMES DREDGE.

OFFICES, 35 & 36, Bedford St. Strand,
London, W.C.

16 day of February 1889

Mrs. 25/2/89,

J. A. Edison Esq

My dear Sir,

I have your telegram
instructing me to send back Mr.
Wiley to New York, and to give
him enough money for cement
expense. I will probably send
him by steam on Monday next Mon-
day, and will give him £5 for
cement expense, which should
be enough. I enclose you a
prospectus you may not have seen,

you can judge for yourself the
chance of the success of the
venture. I may tell you for your
own information that the report
they rely upon - that of Mr. C. W.
Brooke - is made use of without
his protest, and after the promise
on the part of the promoters
that it should be with his assent.

Yours of 21st Feb

James Dredge

Mr. Miller

478
Sutton
Sutton

Wash 20/89

28 Columbia St.
Albany, N.Y.
March 4 - 1889

Will you please in-
form me as to your separator on
the following points.

I want to separate in Canada,
magnetic iron sand, which is about
1/2 oxide of iron - at the rate of 32
cubic yards per hour - and I pre-
pare to use therefore 12 of your separators,
8 to receive the sand at the rate of 4 cubic
yards per hour each - each two to discharge
their separated sand into and then pass
it again through one below.

Can this be done and what power
will be required to furnish the magne-
tism for the 12 machines - sand will
the sand thus twice separated be con-
centrated to 98 per cent oxide of iron,
or higher.

Yours &c
Dexter Reynolds.

[ATTACHMENT]

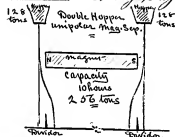
Dickson

"Edison's
"Edison's New Bank"

From the Laboratory
Thomas A. Edison

Subject

Orange, N.J.



One Machine as above above . 2.5 $\frac{10}{10}$

12

Dynam force required per machine 116.5 Volts
+ 76 amperes

Weight of one per cubic foot 14.4 lb.
cubic feet per ton 16.5
2 1/2 tons run in 10 hours

Wm. H. Dickson
One Milling Dept

(over)

[ATTACHMENT]

Mr Edison desires me to add that
if your sands contain titaniferous
iron a special divider will be furnished
to separate the above from the
concentrates starting with

as follows - 59. March 4, 1889
J. J. W. Conn. 4/3/89.
in 4.
My Dear Mr. Jale.

When I will

it be convenient for me
to see you relative to
my affairs - I don't want
to come to the laboratory
until after I see you
can I not see you
at your house or in
the N. Y. office 42 Wall
st. I have scattered the
so I draft all a K
I hope in a few weeks
to pay off all I
owe you - please advise
me by letter. You can
send it to me thro

Wilmour's Key 10 ho. bus
Waltham -

Yours Truly

Chas. L. Valley

29 Hawthorne St.

Orange N.J.

I have to go to NY

today + trace up some
baggage that went
astray -

March 9th 1889

~~My dear Mr. Tate~~

I cannot

raise any money upon my
fire alarm clock for about
six weeks as my friend
is away and out about -

Any plan you may
suggest about my
raising money in front
my salary (provided
Mr. Edison retains me) will

suit me - as I said
before its my own fault
& if I lose my place
I am sure I don't know

what will become of me
& my family. So there

No way you can post
it to Mr Edison. I
will do anything I can
or whatever you may
decide upon - I put up
the plant & left it
in working order - I have
given my brother the
name of a capitalist who
wants to go in on it
& who is a friend of
mine - We will see
you about it & he
may think best to go
over at once about
the capital - Could I
not see Mr Edison at
his house for a

few minutes Sunday
or Monday night - I
am very grateful to
you for what you
have done & if I
can have a chance
I am sure I will do
well for Mr Edison -
Could I not take a
photograph territory &
work that I know
how to work them
or go in again on the
one business at the
laboratory - Please advise
what I can do

Yours Very Truly
A. S. Wiley
29 Hawthorne

Call Address "Edison, New York"

From the Laboratory
of
Thomas A. Edison.

Subject: _____

Orange, N.J. March 1

T A Edison Esq

My Dear Sir

I expect the analyses
of the iron ore treated tonight and
if they are at all favorable I will
be prepared to talk business
with you on Monday but
whatever they are I will give
you the results. I will be
over again Monday

Sincerely
J Ritchie

Belmont

FIFTH AVENUE HOTEL,
MADISON SQUARE, NEW YORK.

March 11/89

Dear Mr Edison

I forgot to say to you
today that there are some nice
pieces of Copper & Nickel Matte
in Mr Dickson's room which
we made in your furnace.
If at all possible, I would be
very glad to have you try at once
some experiments for the rapid
and cheap production of refined
Nickel from this Matte. We
can separate the Copper ourselves
without any trouble, I find the
^{additional} Smelting talent is being crowded
along very fast and it is important
for us to know at the earliest
possible moment whether we shall
follow the old methods for it

Making refined metal or
whether we shall adopt
some new one which can
treat the metal on a large
scale and do it quickly
if such method can be
found more than anything
else at present in desire
to find this matter out
as it may necessitate the
altering of much of our
plant - a thing we are
very anxious to avoid

Very truly yours
J. Ritchie

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
—
TELEPHONE No. 3883.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM B. MAW AND JAMES DREYER.

Office, 35 & 36, Abchurch Lane, London, E.C. 4.

12 day of March 1889

J. A. Edison Esq

Dear Sir,

The paper here
recently published some
alarming statements about an
accident that had happened to
you. Subsequent reports contradicted
the first ones, so I trust that the
affair was a light.

Your re separator is now
running well, and this week one
shall pass some one through. In
consequence of a total absence of in-

formation, we have had to p. down
and experiment on the the dynamo
until we could get a fair test from
it, at 1450 revolutions, it gave very
good result.

I have means now of know-
ing definitely what can be done in
Scandinavia, and am in negotia-
tions with this Mr. O'Driscoll with
some owners of magnetic mines in
Italy, who would want to test two
from a day to begin with. These mines
will forward in turn for trial shortly.

I have been asked on whose terms
machines are to be had, but of course
am unable to give any answer. It
will be useful when you can inform
me on this point.

Mr. W. H. Wiley writes me for my
views on a proposal he has made, re
the kind of machinery, &c. I am writing,

him by this mail, telling him
I cannot concur in his suggestion,
with my small current expenses
the value of the separation can be
ascertained, and it would be
desirable for every reason to restrict
outlay to the lowest amount

Yours faithfully

Amos Reddy

100. Making. Eng. 100.1

St. James Hotel,

Dykes Beach, Des Moines.

San Jose, Cal. Mar. 10 1889.

Thomas A. Edison, Esq.
Orange, N. J.

Dear Sir;

I hear that Wiley has made a failure of the ore milling business in England and that you have recalled him. Now, if you want someone to go over and run the machine successfully, why not send me?

You have never seemed to think that any mechanical training or experience was necessary to your experimenters on this work, but I felt when Wiley went away that he would not succeed for he hardly knew a counter shaft from a crowbar and he was not an extremely hard worker.

St. James Hotel,

Dykes Beach, Des Moines.

San Jose, Cal. 1889.

After designing the machine and working out all the bugs, I think I know as much about it as anyone, and you know whether I am capable or not.

I am out here for my health and wish to stay as long as possible, but if you will make me a good offer, I will start for New York by the next steamer via Panama, in order to get the benefit of the sea voyage. This will get me into New York about April 1st and I will start across as soon as you say.

Now, give me a show at this

St. James Hotel,

Sykes Branch, Des Moines.

San Jose, Cal. 188 .

and I don't think you will
regret it.

The papers recently stated
that you met with an accident
to your eyes. I trust it was
not a serious one.

Yours very truly,

Edward L. Thomas

Care J. E. Smith.

78 So. First St.

San Jose, Cal.

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
TELEPHONE No. 9893.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.

OFFICES, 35 & 36, Bedford St. Strand,
London, W.C.

16 day of March 1889

J. A. Edison Esq
Dear Sir,

*Ans
Mch 25/89*

Enclosed I send you
3 samples of the first run
we made with your ma-
chine yesterday; the one being
one of the lots you sent. The
separation seems very good,
& is the result of only one run
through, but I know it has
been crushed too fine. The
amount of dust however
made it absolutely necessary to

stop running, and the run
be provided against before we
run again. We shall have to
enclose the frame with wood
& glass panels, and make a
short to the floor in the room
to arrest and collect the dust.
This will involve expense, but
it shall be kept as low as possible.

I am getting up a good deal
of interest in the matter among
a few important people, & shall
soon know the prospect of the an-
rangement for Europe.

Yours faithfully

James Dredge

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
TELEPHONE No. 3883.

ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM B. MAW AND JAMES DREDGE.

Office, 35 & 36, Bedford St., Strand,
London, W.C.

23 day of March 1889

J. A. Edison Esqre (Ans. 8/4/89.

Dear Sir,

I have your letter
of the 12th enclosing me from
the London Parcels Delivery Co
asking for £2.5.0 payment
of carriage. If you will look
at the statement I send you accom-
panying my draft for £87.4.0
on Dec^r 2^d last, you will see that
the £2.5.0 was included in that
statement, and I believe the accepted

account was attached with
then to my statement. I remem-
ber that I refused to pay the
account till I had a proper
voucher for it, & I feel sure
that Mr. Wiley brings me the
bill receipted. I am writing to
the Co on the subject, and if they
account I am and received the
money, of course it must be paid
over again. It is very regrettable.

I shall send you next week
a statement of expenditure I have
made up to date, and I shall ask
you to tell me plainly if you are
satisfied. I must say I am not,
the expenditure from first to last
seems to have been so heavy, tho
I have kept everything down to
the lowest limits. But if you are satisfied

I have this bill
receipted
JER

I shall be contented. I am
sorry Mr. V. does not will be
shortly leaving for Australia
on account of the Newberry Vautier.
If I shall instruct him to see
you on his way. I shall be able
to replace him with another man
at a somewhat lower price, on
whom I can thoroughly rely
yours faithfully

Amos Dickey

our well - Eng.

March 25 1888

Mr. Colver

Dear Sir

We have rec'd advice
today from Mr. Dodge
relative to the Ore Co.

Everything there leads to
a success provided some
positive understanding can
be had with you -

Irrespective of my departure
if I can see you tonight
for a few minutes relative
to this matter so as
we can put Mr. Dodge
on the right track. I
am certain it will

prove beneficial to you -
I will come up to
the laboratory about
8 pm, if agreeable -
please reply by return.

Dodge has interested
his friends in it - &
they are only waiting
to see what arrange-
ments can be made
with you relative to
a Company.

Yours truly,

Chas. Wiley.

29 Hawthorne St

Orange N.Y.

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
TELEPHONE No. 3883.

Ans. 15/10/91
ENGINEERING:
AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM B. MUIR AND JAMES DREDGE.

Office, 35 & 36, Pall Mall N.W.
London, W.C.

26 day of March 1889

J. A. Edison Esq
Dear Sir,

I have enquired
into the application of the
L. P. D. Co. for £25.0 in
payments for transporting your
parcels from the Crystal Palace
to the City Road, and I must
repet & report to you, that the
money was now paid by Mr
Oxford Wiley, that no one in the
employ of the Company, signed
the receipt or the receipt of which

I gave Mr. Wiley the money.
and that after repeated applica-
tion on the part of the L. P. D.
Co., Mr. Wiley went making an
appointment to see the agent &
pay the bill, but that when the
agent called he found Mr. Wiley
had left for America.

I regret very much to report
this, but I have no choice. It
is quite impossible to doubt the
agent's story. I have not yet paid
him, as he asked me to wait till
I got the receipted bill from you,
that I asked you to return. I fear
I may yet have to trouble you in
other matters in this connection. I
have heard nothing yet about the
£50 draft, nor about information or
the notice will come to hand.
Yours faithfully
James Dredge

TELEGRAPHIC ADDRESS
ENGINEERING, LONDON.
TELEPHONE NO 3663.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAY AND JAMES DREDGE.

Office: 35 & 36, Bedford Way, London.

London, W.C.

2 day of April 1889

Dear Mr. Edison

I have your letter of the 22nd containing your new scheme, from which shall be at once attended to. As I have interested a number of prominent Scandinavian gentlemen in the matter, I propose to carry out an arrangement previously made with them, and show them the machine in operation. By doing so, I shall be able to form my own idea of the value of the separation in Norway & Sweden, & shall get in

connection with those who may wish to do business. Had I received your letter earlier, I should of course not have made them an arrangement, but now I cannot well get out of it. Any communication I may afterwards receive I will forward either to Paris or to yourself according to your instructions, that you may take up the correspondence.

You are quite right in assuming that I have been prompted by a very genuine feeling of respect, and - if you will permit me to say so - of friendship towards yourself - in the matter, and I can only regret that so much money has been thrown away to no purpose.

Should any future occasion arise in which you think I may be of service to you, or the fact already indicated by you, I trust you will not hesitate to make me of use in any way

you may desire, and I will be
glad too to have you remember
that the paper of beneficence is
always open for communication
from your laboratory.

Trusting that the occasion
will again arise when I shall
have the pleasure of corresponding
with you.

I remain your very faithfully

Anna H. W. L.

McClellan
T. W. CORNELL, President.

H. F. McINTOSH, Sec'y and Treas.

The Canadian Copper Company,

Room 10 Wade Block,

No. 108 Superior Street,

Cleveland, O. Apr. 10/1889.

Thos. A. Edison, Esq.,
Orange, N. J.

Dear Sir:-

you should not delay any proposed work on my account
I have taken the subject up actively as an experimental problem
Mr. Ritchie has talked with us generally about the efforts and experiments you have been making with regard to the separation of nickel and copper contained in our ores at Sudbury. *I can give no date when the accomplishment is* *all I can do is to keep at it*

I suppose I am only repeating what he has often said to you during the time he has been there, that what we want and most desire is the ability to produce metallic nickel at substantially the same price that it costs to produce copper. There does not seem to be any good reason why this ought not to be done, and there is only one thing necessary and that is, how to do it.

The question of refining works is immediately upon us and it will be impossible for us to defer putting them in process of erection. It is, therefore, of the utmost importance that whatever you can do towards perfecting what we desire, as indicated above, should be done at the earliest moment possible. We want a furnace separation of these metals which will give us quick results. The slow processes used in the leaching process are in many respects very objectionable. The whole matter between you and us may be put in

T. A. E. 2

two questions; What can you do? How soon can you do it?

We will be glad to hear from you at once.

Yours Truly,

The Canadian Copper Co.

By H. M. Marsh
Sgd. & Testd.

Al Tate.

Kindly Ans

If Dickson can't do that
next week I must postpone
for month answer.

Recd May 2/09
945 am
B.H.H.

W. W. Dean

Will Mr. Dean be able
to remain at the time of
the 1st of June.

Dickson 99

Mr Dickson:
Will you have
any spare time
next week?

all

It is really very
hard to say -

but I shall have

to make the time of

course - I sh^d spend every
moment I have with Mr Malloy, Mr

Edison says - so you can judge for
yourself - He will be here for a week

at least - then I shall be comparatively free

about Judge Dean - He dies on
Wed. Sept 9 and I will be
the funeral here
then part in part

Ans. Canada

Ans
June 18/89

DEPARTMENT OF AGRICULTURE, ONTARIO.

Toronto, June 17 1889.

Dear Sir,

I am Secretary of a Commission appointed by the Government of Ontario to enquire into and report upon the Mineral Resources of Ontario and the best means for their development. Last week, while visiting the mines of the Canadian Copper Co. at Sudbury, I met Messrs. Ritchie and Cornell of Akron, Ohio, who informed me that at their instance you had recently undertaken experiments for the desulphurizing of magnetic iron ore, the result of which was the discovery by you of a complete and economic process. Both gentlemen have strongly advised me to visit your laboratory with a view of getting information respecting your process for the Commission's report, and Mr. Ritchie has kindly given me a letter to you. I shall probably attend the annual Convention of the Chiefs of Bureaus of

Labor Statistics to be held at Hartford,
Conn., at the end of the present month,
and if so I could arrange to call upon
you in the early days of July. I shall
be greatly obliged by your letting me
know by return mail if this would
be acceptable to you, and if I could
hope to procure information on the
subject of value to our report, as
I do not know how far you may feel
disposed to go in making public the
results of your experiments. An econ-
omic process for desulphurising iron
ores would be of immense importance
in the development of the iron industry
in this Province, as most of our
magnetic ores are more or less sul-
phurous, and for this reason I venture
to address you on the subject.

Yours very truly,

Thomas A. Edison
Orange, N.J.

R. Blue



Allyn House,

Asylum and Trumbull Sts.,
ROBERT ALLYN, Proprietor.

Hartford, Conn.,

June 26 1889

Dear Sir,

I have to acknowledge
the receipt of your note in
reply to a former communication, re the desulphurizing
of iron ores by your process.
I shall be in this town until
Friday morning, and may
possibly be able to visit your
laboratory Saturday. Would
that day suit your conven-
ience, or shall I say Tuesday
next week? A reply by
return mail here will oblige
me very truly,

A. Allyn.

J. Edison &
Co.,
Hartford.

One Mailing - Eng

TELEGRAPHIC ADDRESS:
ENGINEERING, LONDON.
TELEPHONE No. 3883.

ENGINEERING

AN ILLUSTRATED WEEKLY JOURNAL,
EDITED BY WILLIAM H. MAW AND JAMES DREDGE.

Office, 25, Abchurch Lane, London, E.C. 4.

London, W.C.

2nd day of July 1889

A. E. Tate Esq. Paris, 15/89

Dear Mr. Tate, I have just returned from Paris & saw your man in charge. The Photographic is the great card & people flock to hear it. The other apparatus is not yet going, although they say it will be in operation shortly.

I write to say that I found Mr. Dredge had been let in by my brother in odds & ends to the amount of 20/1. - £20. & I can't persuade him to draw for it. May I doubt think Mr. Edison will want him to lose it unless he has simply done a friendly act & moreover, I think, he is

A man who can if he chooses & very useful to you. Mr. Edison has always been friendly to me & I am always ready to do him a favor. I think I should be wanting in not telling you this & suggesting that a cheque for this amount be sent to Mr. Dredge. He will never do anything about it. I am quite sure of that, but he may think all the same.

I hear Mr. Edison is coming over & hope it is true. I shall be glad to be of service to him. I am staying with Mr. Dredge & have my wife & daughter at his house. We shall be here till the 21st of July, when we are all expected to go to Paris. My address will be then. One of James Dredge 121 Ave de Wagram Paris - With regards to you & to Mr. Edison, I am, Yours truly, The 1st Office

WATERS & DENNIS.

RETO AND CO.

ASSAYERS, REFINERS AND SMELTERS.

38 & 40 WALNUT STREET,

Newark, N. J., July 25th, 1898.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

I have been informed that you are desirous of obtaining a mine of auriferous iron pyrites and as I have a property of that kind I will leave a sample of the ore at your laboratory with this letter. The ore according to Messrs. E. Balbach & Son's assay carries sixteen dollars & sixty three cents per ton of 2000 lbs. I have from five to seven tons of the ore here that you may have if you so desire. This lot of ore I had sent on as a sample and I am expecting to form a company for smelting it; but I understand that you have a cheaper process, so I should be pleased to hear from you on the subject.

The mine is in Chile, where I have been for The Edison Electric Light Co. for the past five years. The vein is nearly vertical and is explored by two tunnels, one about 100 metres and the other 200 metres long, said tunnels are about 30 metres apart, the vein is from 8 to 9 feet thick and with modern machinery can readily turn out one hundred tons of ore daily, such as sample.

The location of the mine is very favorable, being only 1000 metres from the main line of railway in Chile, the climate is

Geo. W. Waters.

Geo. Dennis.

WATERS & DENNIS,
BREEP AND ONE
ASSAYERS, REFINERS AND SMELTERS,
33 & 40 WALNUT STREET,

Newark, N. J. 1886.

(T. A. E. 2.)

good and common labor very cheap.

Should you feel interested in the subject I should be
pleased to give you further particulars.

Very Truly Yours.

Geo. W. Waters.
"

Geo. W. Waters.

WATERS & DENNIS,
ASSAYERS, REFINERS AND SMELTERS,
28 & 40 WALNUT STREET,
Newark, N. J.

Zen Devos.

July 26th 1889

Thomas A. Edison

Orange N. J.

Dear Sir:-

Ans. Aug 2/89

In reference to our conversation yesterday on the subject of working auriferous iron pyrites, I would like to ask a few questions, and beg your pardon in advance for troubling you on the subject again at present.

In case the ore should show an increased percentage of copper, would it interfere with your process for the extraction of the gold?

In the same case would your process save the copper also?

In case of silver (there is always some present) does your process also recover it?

I ask these questions, for in smelting as I have proposed doing, both of these metals will be saved.

Very truly Yours
Geo. W. Waters.

Telegraphic Address
ENGINEERING, LONDON.
TELEPHONE NO 3663.

ENGINEERING:

AN ILLUSTRATED WEEKLY JOURNAL.

EDITED BY WILLIAM H MAW AND JAMES DERRICK.

Office: 35 & 36, Bedford St. Strand,
London, W.C.

31 day of July 1889

J.A. Edison Esqre

Dear Sir,

Replying to yours of the
10th, there is some little mistakes.

Mr. O.S. Wiley never received
from me any sum other than
that I charged you with, &
which were all duly paid.

I stated to Mr. W.H. Wiley
that I feared that there would

yet be expense incurred in
this matter, on account of
storage of the separator, and
shipment to whatever destination
you may ultimately indicate, &
I said that this would probably
amount to £30. Mr. Wiley
had a mistaken impression,
& I suppose what you under-
that impression. I shall have
nothing to charge to you, till
I pay the above named items
of storage & freight.

Yours faithfully

James Derrick

your ruling

EDISON LABORATORY. 7.8.0.0.9
TELEGRAM.

From Edison Ohio July 30th 1889
To T. A. Edison Drexel Hedges
Bankers

There will be your address
in Paris we sail on August 7th and may
want to communicate with you when we are
in London Please answer

(Answered)
aug 11/89

S. J. Ritchie
Aler

Accy. Aug. 7/89

98 Columbia at
Albany. N. Y.

August 4-1889

Dear Sir.

Agreeing to your
letter of March 20th last, I have
procured a bag (15 lbs) of titanif-
erous iron sand from 3 Rivers
Canada. I should like to
witness the process of separating
and also getting rid of the tita-
nium. Therefore if agreeable
to you to operate on the morning
of the 14th let me know and I
will at once express the sand and
be on hand at times indicated to
see the operation.

I have a process for treating
the separated oxide of iron.
procured by your separation

and have to leave for Canada on
the 17th.

Hoping the date named may be
convenient and awaiting your
reply.

I am yours &c
Dexter Reynolds.

over 1 1/2

4-25

10-11

1-11

17-11

10-11 1/2

10-11 1/2

10-11

de Metz - Germany

Jacob S. H. Stern,

Frankfurt a. M.

Frankfurt ^{a. M.} August 17th 1889.

Telegrams: Har. Frankfurt main.

Dear Sir,

having received from Mr. Henry Villard of New York a letter suggesting that I might put myself in communication with you about the Lorraine Ironworks in which I am interested, I wired you as follows:

"Received letter from Henry Villard informing me that you are willing to visit our Lorraine Ironworks near Elberfeld. Please let me know when you are ready to leave Paris on your way to Germany so that I can meet you at Elberfeld. I shall be glad to see you in Frankfurt and put myself entirely at your disposal during your stay in Germany. Address telegrams Har. Frankfurt main."

Supposing that you have duly received this telegram and hoping to get an early answer, I enclose copy of Mr. Villard's letter & remain, Dear Sir,

Yours most respectfully,
I may mention, that the iron deposits in question are situated near Metz and close to the French frontier.

Thomas Alva Edison Esq.
care of Messrs. Dubouché & Co.
Paris.

[ENCLOSURE]

Jacob S. H. Stern.
Frankfurt a. M.

New York Aug 6th 1879

Translation of a letter of Mr. H. Edison

Dear Mr. Stern!

Mr. Edison suited for
Paris on Saturday last; he intends
visiting Germany in the course of
next month. Mr. Edison says
he has so much perfected his
ore-machine that it can be used
with great success for your Lorraine
ore. In connection with this in-
vention Mr. Edison wishes to visit
and inspect the ore deposits and is
willing to make the necessary
stay on his way from Paris to
Germany. I therefore would suggest
that you put yourself in communi-
cation with Mr. Edison whose address
is care of Mrs. Daniel Hargis & Co

H. P. McINTOSH, S. GUY AND T. KAN

The Canadian Copper Company,

Rooms ~~112-113~~ Perry-Royne Building,
201 & 203

103 to 109 Superior Street.

Cleveland, O. Sept. 12th, 1889.

Thos. A. Edison, Esq.,

Orange, N. J.

Ans. Sept 18/22

Dear Sir:

Your favor of the 10th inst received.

We will be pleased to learn the results you obtained from the shipment of copper ore of May 31st, 1889.

Yours respectfully,

The Canadian Copper Co.

34

010-67382200

7-8

44-3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100

One ~~is~~ all my

[TRANSLATION FOLLOWS]

COMPAGNIE
des
MINES DU DADOU

Siège Social
CAPITAL 2,500,000 FRANCS

Siège Social
11, RUE LAFITTE, PARIS

Direction de l'Exploitation
RÉALMONT (TARN)

Adresse: Grande Vitesse
RÉALMONT PAR LABOUTARIE

Adresse: Petite Vitesse
EN GARE DE LABOUTARIE

Reçu le 15 septembre 1889

Ass. Nov. 5/89

Monsieur Flammarion

représentant de Monsieur Edison
à l'Exposition Universelle
galerie des machines (section Américaine)

Paris

Monsieur

"Le Ménager de Paris" du 30 août dernier,
reproduisant un article de l'«*Electrical Review*» de
New-York, nous donne des détails qui nous ont
très vivement intéressés sur le "Séparateur Edison pour
produire des courants magnétiques".

La machine que nous examinons possède une
très grande quantité de blende argentifère dont
la gangue est presque exclusivement composée de
Carbonate de fer. L'élimination de ce carbonate de
fer par les moyens ordinaires est à peu près impossible
sauf à le décomposer en approchant beaucoup de celle du
sulfure de zinc. Nous avons pu cependant, après
un grillage préalable, enlever le fer avec un aimant.
Mais ce n'est là qu'une simple expérience. Nous
venons nous demander si nous pourrions que l'on
put se servir du "Séparateur Edison" et ainsi se
rendre à l'embouchement du puits de la blende.

[TRANSLATION FOLLOWS]

Le blende que nous traiterions avec est
appartient serait composé de grenaille de 1 à 5 mm
et contiendrait environ 20 % de zinc. Il s'agirait
d'ensacher, jusqu'à 35 ou 40 % et de livrer
un minimum de 10 tonnes par jour.

Si la "Séparateur" "Edison" nous paraissait
insuffisant pour arriver au but que nous nous
proposons, nous nous ferions de vouloir bien nous
indiquer d'autres appareils, si nous en possédons
en Cornouailles, qui, d'après nous, pourraient
répondre à nos projets.

Cette question a une grande importance pour
nous et nous nous ferions de vouloir bien nous
donner une réponse aussi tôt que nous le
pourrions.

Si le renseignement que nous vous
demandons nous paraissait insuffisant il est bien
entendu que nous y ajouterions, à votre demande,
tout ce qui nous paraîtrait utile.

Avec, mon cher, mes salutations

Ch. Richaumeau

P. P. de l'«*Document*» délégué

(Signature)

[TRANSLATION]

no mailing
Call Address "Edison, New York."

From the Laboratory Sample
of
Thomas A. Edison.

Subject, _____ 17 Orange, N.J. _____ 188

Mr Hammer, representative of Mr Edison at the
Paris Exhibition.

Dear Sir:

The "Messager de Paris" of August 30th re-
produces an article of the Electrical Review of Paris New York,
the details of which have interested us a great deal on ac-
count of the Edison Separator for magnetic minerals.

The mine which we work possesses a very great
quantity of argentiferous blende, the gangue of which is
almost exclusively composed of carbonate of iron. The elimi-
nation of this carbonate of iron by usual means is al-
most impossible, since the density is very close to the
density of the sulphuret of zinc. Still we have been
able, after previous roasting, to take off the iron by a
magnet. But this is only a simple experiment.

We now wish to ask you, whether you think that
we might make use of the Edison Separator and thus
reach the complete enrichment of the blende.

The blende which we would treat by this apparatus

[TRANSLATION]

would consist of grains of 1 to 5 millimeters and would contain about 20 % of zinc. It would be necessary to enrich up to 35 or 40 % and to treat at least 10 tons a day.

In case the Edison Separator appears to you insufficient for the purpose proposed we beg to request you to indicate other apparatuses, if you possess or know of any which to your opinion might answer our purposes.

The question has a great deal of interest for us and ~~we~~ we beg to request your early reply.

In case the instructions which we give to you are insufficient, we shall add, upon your request, whatever you deem suitable.

Believe me

Address: Compagnie des Mines du Lacau
Réalmont (Tarn)

re mailing - Canada

Telephone 400
Victoria, B.C.
Telephone 400

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Sept-27th/89-

J A Edison Esq

Orange N.J.

Dear Sir. In order
that you may be able to give to the
Canadian Government the
assurance that you can success-
fully treat both the iron and copper
ores of Canada, we would like
a letter from you with replies to
the following questions.

First Can you successfully break
and separate the silica and Sulphur
from the magnetic iron ores -
such as those sent you from

from along the line of ~~the~~
the Central Ontario Railway.
Qnd what will be the approx-
=imate cost per ton of this treat-
=ing these ores after they have
been mined? Can the whole
of the ores thus mined, but thus
treated, and thus save the
waste usually piled up
as second class ore?
3rd What is the lowest per-
centage of iron which can be
profitably thus treated?
4th Can you successfully
take the Copper and Nickel
Metals - such as we are now

producing at Sudbury, and
Separate the Copper and Sulphur
from them leaving the Nickel
and iron together?
at what price per pound
for fine Copper, do you estimate
you can make this separation?
6th Will this price cover the
whole expense of treating the
Matte?
7th How perfect a separation
can you make of the Copper from
the Nickel and iron?
8th How perfect a separation
can you make of the Sulphur
from the Nickel and iron?
D. M. Connelley

PHILIP S. DYER

EUROPEAN AGENT
AMERICAN
EDISON TECHNOLOGIES

Adresser Télégraphiques :
DYER (Anvers).

EDISON LAMP COMPANY

EAST NEWARK, N. J.
Capital \$ 250,000.

Edison Lamps, 1/4, 1/2, 1, 2, 3, 4, 5, 6, 8,
10, 13, 16, 20, 24, 32, 50, 100, 150
Candle Power
Volts, Portable Voltmeters
Pressure Indicators
Small Battery Edison Lamps, Surgical
and Dental Lamps.

THE EDISON MACHINE WORKS

Capital \$ 750,000

Electric Light and Telegraph Dynamos,
Electric Motors,
Shafting Pulleys etc.
Edison's Underground Cable for Electric
Lighting, Telegraph and Telephone,
Edison's Devices for Underground
Distribution.
Fusible Metal Strips marked to Ampere
Capacity.

BERGMANN AND COMPANY,

Capital \$ 750,000

Electrical Instruments
Edison Phonographs,
American Switches, Cut Outs, Sockets,
Glass Fusible Safety Plugs,
Edison's Meters
All Devices for Theatre regulation.

STANDARD THERMOMETER CO.

Capital \$ 75,000

Metallic Thermometers.

THE TELEMETTER COMPANY

of NEW-YORK

Capital \$ 500,000

Electric
Recording Steam Gauges,
Recording Water & Tide Gauges,
Recording Gasometer Gauges,
Elevator Indicator Wind Gauge,
Recording Thermometers,
Recording Barometer,
Time System.

Rue Osy, 43^e
ANTWERP, Oct 8th 1889

T. W. Edison Esq (ans)
Orange N. J. 10/27/89

Dear Sir,

I forwarded you by
Jb. Denmark 'one case con-
taining a sample of resi-
dues of iron such as Mr A-
bogninsky of Antwerp wishes you
to work according to the en-
closed instructions.

Our Mr Dyer had the plea-
sure to talk the matter over
with you while in Paris.

I will inform you in my
next letter of the process that
this stuff has gone through al-
ready.

The substance I am sending
you is a residue & this is the
thing Abogninsky wants to
work and not the ore.

I am Dear Sir,

Yours very truly,

Ph Philip S. Dyer Esq
J. T. Mattheus

[ENCLOSURE]

Questions asked by Mr J. Obozinsky concerning the "Edison Ore separator."

The substance which is to be worked is composed as follows:

For the most part of peroxide of iron further of sulphide of iron, sulphide of Copper sulphate of copper, sulphide of zinc and sulphate of zinc.

- 1) The solution of the question is to separate the iron from the other metals.
- 2) Can the apparatus do that?
- 3) I ask whether Mr Edison would agree to make a trial. I would send a certain quantity of the substance, (in this case it would be necessary to state the quantity and fineness needed of the ground ore) After the ore ~~has~~ gone through the separator I would require samples of the different qualities.
- 4) What is the efficiency of the apparatus, that is to say what quantity of ore will it turn out in ten hours?
- 5) What P. M. F. would be necessary to run the machine?
- 6) In case the apparatus would accomplish the aforesaid conditions could we get a license for Belgium and what would be the price?
- 7) How much does the apparatus cost?

Must work this class of ore
with machine at Exposition
a machine which could
separate all the iron out by heating slightly the
powdered ore -

are entering - England

1 encl.

Winchester House.

50, Old Broad Street.

London Oct 31st 1889.

Dear Mr Edison,

It strikes me that the enclosed would be a wonderful source of employment for your iron separator - I am making full enquiries about the matter and am endeavouring to get sent home a few barrels of the ore -

(9

I shall also order
a couple of barrels to be
sent to you direct-

Faithfully yours,

Wm. Pender

T. Edison Esq.
Menlo Park
Orange
New Jersey, U.S.

[ENCLOSURE]

One miling

"ENGINEERING".

"Oil and Iron in New Zealand" - The New Zealand Government have recently published a report upon the petroleum deposits of the Taranaki district, which apparently have a great future before them. The oil comes to the surface in many places near New Plymouth, besides impregnating the surrounding country to such an extent that farmers have had to abandon many wells, on account of the petroleum gushing into them with the water. To ascertain whether there was a probability of these oil deposits proving a mercantile success, the Government of New Zealand deputed Mr. Gordon, inspecting engineer of the Mines Department, to visit the locality. Mr. Gordon made a careful survey of the country, and in his lengthy report he affirms that "petroleum exists over a large area, and that it is only a question of boring to the requisite depth to get at the source." The deposits have a two-fold advantage - if successfully developed they not only have at their disposal the Australasian market, now dependent on America for oil, but they would further provide with fuel the local iron industry, at present resting upon limited supplies of coal and charcoal. Along the

[ENCLOSURE]

2.

shores of the Taranaki district stretch the famous iron-sand beaches of New Zealand, beaches composed entirely of pulverised iron ore. Countless millions of tons of this material lie along the western coasts of the North Island of New Zealand. The ore produces splendid iron, but is somewhat refractory. This would be a trifle, however, if an abundant supply of cheap fuel were available for smelting purposes. This seems being to be now forthcoming in the shape of petroleum. For some time past oil has been largely used for smelting in America, and there is no reason why it should not be successfully adopted in New Zealand, the Taranaki oil having plenty of body and being admirably adapted for fuel purposes. It may be noted that while the oil deposits of America and Russia are several hundred miles inland, those of New Zealand are actually on the coast, so close, indeed, that the beach of New Plymouth is pitted with petroleum oozings. What is now wanted is some trial drills to test the quantity and character of the oil supply. A few drills, in the vicinity of New Plymouth, ought to bring to the surface, not only enough oil to provide the locality with smelting fuel, but also sufficient for several refineries. It is curious that while millions

[ENCLOSURE]

3.

are invested by the public of this country in purely speculative gold mines, hardly any funds are devoted to sinking wells for petroleum in Burmah, Canada, and New Zealand. In America, hundreds of times over, a single well has proved as remunerative as a gold mine, yet although petroleum can be easily enough turned into gold, such is the demand for it, English investors have hitherto ignored petroleum undertakings. Presently they will rush into it, just as shippers have rushed into the oil steamer business, building sixty tank vessels in less than five years, after a prolonged period of similar in difference.- "Engineering."

Invoice No. 1000
HOTEL VICTORIA, LONDON.
November 1889

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Nov 2/89

Dear Mr Edison

I shall sail from
Liverpool on the 13th
and probably reach
New York on the 21st
I shall go directly to
your place and hope
you may have all
the plans perfected
for the plant for the
separating of the iron
ore in Canada, I hope
you may also have perfected
all your experiments both
for the separating the Copper

from the metal & iron
and for the separating
of the metal from the
iron in case we wanted
to produce refined metal

In short I want everything
in such shape that we
can at once proceed to
business

Very truly yours

J J Ritchie

THE AMERICAN METAL COMPANY, "LIMITED,"

80 WALL STREET, CORNER *New York* 16/

P. O. Box 957. Telephone Call 875, New York

A. LANGLOTH, PRESIDENT.
B. HITCHCOCK, TREASURER.

NEW YORK, *Nov 13th* 1889

My 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100
A. O. Talcott Esq
Private Secretary to J. A. Edison Esq
Orange N. J.

Dear Sir

I duly received your favor of Oct. 28th
and am able to hand you enclosed
1, letter from Dr. Roediger (formerly gentleman of
Frankfort)
2, the answers to Mr. Edison's questions
3, translation of a report of Dr. E. Riess
I shall now be very happy to hear further
from Mr. Edison on the subject as soon as
he can conveniently give the matter his
attention.

Respectfully
Yours faithfully
Langloth

[ENCLOSURE]

an millers - Germany

METALLGESELLSCHAFT
FRANKFURT A. M.

Giro-Conto bei der Reichsbank.

Telegraph - Address:
„MONTAN“ Frankfurt/Main.

T. No.

Frankfurt on the Main.
29th October 1889.

Thomas. A. Edison Esq.

Dear Sir,

I am very sorry to have been unable to send you earlier my answers to the questions you put to me when in Metz last month, and which I now enclose herewith. Before doing so I wished to wait until I could send you at same time the results of the experiments which we have carried out here in Frankfurt in accordance with your directions. Together with the results of our experiments I enclose a report made by our chemist, Mr. Rieth. I regret that the results of the experiment should have proved so unfavorable and fear that the only conclusion we can come to is that the composition of the ores is not such as we believed it to be. This appears to me to be proved by the fact of the residue of the ores, pulverized in the most careful way and showing no Cobalt, containing as high as 30% iron. On the other hand the Cobalt separated most carefully by sifting & magnetic attraction show only 52.50% iron, as you will see from the enclosed. Nevertheless we do not despair & we intend

[ENCLOSURE]

to repeat our trials on a larger scale with a fair average sample of the ore, and we shall send you samples of the ore as well as of the castings & concentrate.

Our friend, Mr. J. Langloth, President of the American Metal Co. Ltd. will place himself in communication with you on the subject, and we shall feel very much obliged to you if you will kindly give him your opinion about our experiments and your advice as regards the best way to make further trials.

With my kind regards to Mr. Edison and yourself

Believe me

Yours very truly,

A. Roediger

[ENCLOSURE]

Mr. Edison's Questions.

1. Price Coal per 1000 K^o at mine
2. Freight Charges p^r 1000 K^o from mine
3. Distance from Coal mine to works.
4. Amount of combustible carbon per 1000 K^o.
5. Price p^r 1000 K^o Coke at works.

6. Amount of Carbon in Coke

7. Price N^o 1. Lundry Iron

" " 2 " "

" " 3 " "

Puddling Pig

} at 1000 K^o
per 1000 K^o

8. Where would you sell if you produce N^o 1. Lundry Iron.

9. What could you get per 1000 K^o for N^o 1 Lundry Iron.

10. Price per day common laborers

" " steam engineers

11. What will be cost p^r ton for mining 300 tons of 1000 K^o each per day out of your mine delivered at the mouth of the furnace, including cost of tunneling, timbering, & keeping mine in good order.

Answers

1. Price has risen somewhat lately. My 8.40 represents the average price at coal mine.

2. From mine to Ars My 3.40.

3. 101 Kilometres.

4. Ashes 18.20%.

5. Just now very dear is My 28. (formerly My 18.19). For calculations at least My 25. must be taken.

6. Ashes 10.4%.

7. My 71

" 68

" 62 (formerly My 42)

" 50.

These are the prices at beginning of October, & are now still higher. They are exceedingly ^{high} cannot be calculated on for the future.

8. In Alsace, Lorraine, & South Germany.

9. Present market price is My 72. The lowest price was My 48.49.

10. My 2.60.

" 3.00.

11. The cost does not change altogether My 1.80 per 1000 K^o.

[ENCLOSURE]

Questions.

12. Price per 1000 K^o of good Bessemer Ores delivered to different Bessemer works in Germany and Belgium - give analysis of the Ores and the price the works pay for them, and where from?
13. Ascertain value of fine Ore with 62% metallic iron also 65% & 67%, also with 0.06, 0.005, 0.03, 0.02, 0.008 Phosphorus.
14. Make an analysis of the pieces of ore that look very red as I think the red pieces may run 40% iron & would answer for mixing with fine Ore
15. Give price delivered at works of 45 & 50% Minet Ore if there is any so high.
16. Give price delivered at works of 62 & 65% Swedish Magnetic Ore.
17. Is there a good demand for No. 1 Foundry Iron & does the price keep up well.

Answers.

12. We are making enquiries.
13. Ores ^{delivered here} never have such high contents of iron.
14. 36.7% iron - we will send further analyses.
15. The highest percentage of Minet is 38%.
Price at the mine by 3.80
" delivered at 4.15 (for minet) 5.00.
16. Swedish ores are never worked in Lorraine, but only in Westphalia.
17. Demand is not very good either for No. 1 or for No. 2 Foundry Iron.

[ENCLOSURE]

Translation

Report on the practical experiments on the Ars Minette in accordance with Mr. Edison's ideas.

The experiments performed here of breaking up the Ore in iron drums and then passing it through a sieve led to no result.

The experiment was ^{therefore} carried out entirely in accordance with Mr. Edison's theories, but with the help of other means. I maintain that by my method of separation the most favorable results possible must be obtained, such as can never be reached in working on a large scale.

The whole difference between the two methods lay in the fact that in my case the material was not broken up by any machinery, but simply pulverized with the fingers.

The material so prepared showed contents of 36.7% iron.

Instead of now passing through a sieve the stuff was washed with water, which takes away only the finest particles. By boiling the water off in steam these particles were then collected and weighed, as was also done with the residue from the washing process. (Oshtes).

We found that the smallest particles which were washed away and which we call N^o. I. amounted to 21.6% of the bulk, whilst what remained in the bath, N^o. II, amounted to 88.4%.

N^o. I. contained 29.75% iron

N^o. II. " 38.82 "

Through the microscope N^o. I was seen to be fine powder containing no Oshtes, whilst N^o. II consisted of unbroken Oshtes, and pieces of Quartz and Iron Ore without any fixed form.

[ENCLOSURE]

* is the stuff binding the bolites together. (2)

N^o I, which was nothing else than the cement binding the particles together*, contained thus about 30% iron instead of 3% as Mr. Edison said.

N^o II was now passed through a sieve of 4900 meshes per square inch, which was therefore finer than Mr. Edison prescribed, and was thus divided into two parts, viz:-

Smalls. N^o III. (what passed thro' the sieve)

Large. N^o IV. (what remained in the sieve)

N^o III contained 33% iron

" IV " 42.9% "

By aid of the microscope N^o III was found to be composed of unbroken bolites, mixed with small pieces of Quartz; N^o IV of large bolites with irregularly formed pieces of Iron Ore, as well as large pieces of Quartz.

N^o III amounted to 42% of N^o II

" IV " 58 " " "

By this means the Ore was enriched up to 42.9% iron from an original contents of 36.7%, so that by the washing process 21.6% of the bulk containing 29.75% iron is lost, and by the sieving 42% of the residue from the washing containing 33% iron is lost.

It is very evident that so far no advantage is gained.

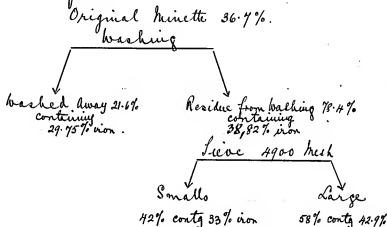
I come back to Mr. Edison's original experiment. If the breaking down of the Ore is done in an iron drum it is only natural that the bolites should be broken and thus the proportion of smalls, which according to Mr. Edison are worthless, is increased. Moreover in working on a large scale a net cannot be kept exact to a fixed width of mesh, and this would lead to more unfavorable

[ENCLOSURE]

(8)

results than my trial gave.

The following scheme will show the experiment as carried out by me :-



It is quite evident that there is no material containing 3% with the exception of the quartz, which has to be extracted by the magnetic process.

My proposal now is to repeat this experiment with a larger quantity of Minette so as to be able to show a sample of the final product to Mr Edison and all interested parties, and perhaps also to make more exact and more complete analyses. For this however the poorer material from Ais should also be used, which I have not done hitherto.

I do not think Mr Edison, in face of these condemning proofs, will be able to sustain his assertion of the advantages to be obtained by siving.

As an appendix to the above I have made one more experiment, which however has no pretence to exactness, as I have not the necessary apparatus; it can only show approximately what can be obtained by the magnetic separation.

The Wash-Residue, N^o II, was magnetized

[ENCLOSURE]

(4.)

in the reducing flame, and again separated with a magnet.

Result: 73.5% Magnetic Ore with 52.49% Iron
26.5% Nonmagnetic - " 17.78% "

By using Mr. Edison's machine much better results should however be obtained.

(signed) L. Riedt
Frankfort a/M. 26th October 1889.

am
216/89

New York, Nov. 21st, 1880.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

You have doubtless by this time experimented sufficiently with your magnetic ore separator, both in your laboratory and in a commercial way at the mills you now have in operation, to know pretty definitely both the accuracy and the cost of the results obtained by it. Taking it for granted that such is the case I would be glad to have your answer to the following questions:

FIRST. What would be the approximate cost per ton, of the ore as mined from the ground, for crushing and separating the iron contained in it from the silica or other foreign matter, by your process? *Actual Cost. 62 cents per crude ton.*

SECOND. How much iron will you be compelled to waste in the rocky matter which you separate from the iron? *1½ @ 2 units per ton of original ore.*

THIRD. How high a grade of ore can you produce from an ore carrying, as mined, say, forty per cent. of metallic iron? *Average 65%. By refining concentrate cost 10¢ ton 68*

FOURTH. What would be the difference per ton in cost of producing an ore that would yield sixty per cent. and one yielding sixty-eight per cent? *ten cents -*

FIFTH. To how low a grade of ore can you use the whole product of the mine, without throwing any portion of it into the waste heap, by sorting or separating it into second class piles?
It will pay to use as low as 20 unit ore

SIXTH. Assuming, as is usually the case in all magnetic ores, that thirty per cent. of the ore mined is thrown into the waste heap, these heaps usually carrying about forty per cent. of iron, how much of the cost per ton for mining can you save by grinding up the whole amount mined and saving all the ore contained in it? *Ordinarily mining costs \$1 per ton, if you take everything down to 20 unit cost generally, be 50 @ 60 cents*
SEVENTH. Can you lower the phosphorus contained in magnetic ores? *Reduce phosphorus 75 @ 80 percent*

EIGHTH. Will the fine ore which is obtained by your crushing and separating process be worth as much per unit of iron, when delivered at the furnaces, as the Lake Superior Bessemer ores containing an equally high percentage of iron? *So the Iron men say worth more if we go to 65 percent*

NINTH. Calling the mining of the Canadian magnetic ores One Dollar per ton, the Railway and Lake freights One Dollar and sixty cents per ton, the duty Seventy-five cents per ton, seventy per cent. of the ores carrying fifty-five per cent. and thirty per cent. carrying forty per cent.. Can you deliver this ore in Cleveland at as low a price per unit of iron as the Lake Superior ores can be delivered at same place? The Lake Superior ores being

subject to a royalty of fifty cents per ton and the Canadian ores being free from royalty? *Yes - about the same*
delivers a 68 percent ore Cleveland for 15 per ton. Sure, against a 65 per
TENTH. On what ^{cent from} terms will you agree, at your own expense,

upon the line of the Central Ontario Railway at the mine belonging to the Anglo-American Iron Company in Canada, the plant for which you have now completed the plans, having a capacity for treating

one thousand tons of ore per day? *Put up with a refine for 70 cents*
Crude ton to 65¢ 4 refine at 10¢ per ton. Crude ton, 1000 tons daily no less.
You may purchase mill at 1¢ per ton on 20 per cent margin. Or calculate at per

a capacity of two thousand tons per day? *.67 cents*

TWELFTH. How soon can you have this plant in condition to work? *Beginning May 1 1890 - 90 working days -*

THIRTEENTH. Do you think it practicable and advisable to put up a blast furnace for smelting this ore, and a steel plant for the manufacture of steel, in Canada? If so, what measures are neces-

sary to be adopted by the Dominion Government? *Yes - protective tariff.*
At a bonus for 8 years

FOURTEENTH. Are you willing to become interested in the smelting and manufacturing of iron and steel, in Canada? *Yes*

Very truly yours,

(Sd) S. J. Mitchell

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been asserted to by the sender of the following message. Errors can be recovered against only by repaying a message back to the sending station for correction, and the company will not hold itself liable for errors or omissions in transmission or delivery of Unrepeated Messages, beyond the amount of rate paid thereon, nor its liability when the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions stated above.

THOS. T. ECKERT, General Manager.

NOVA 10 GREEN 1000000

NUMBER	SENT BY	RECEIVED BY	QUANTITY
27	W. S.	17	1000

Received at ORANGE, N. J. Nov 23 1889Dated Washington D. C.To Mrs. W. E. Edison

Detained here yesterday
 Telegraph me at Fifth
 Ave Hotel Murray St. N.Y.
 I can see you tomorrow
 forenoon.
 J. Richie

THE AMERICAN METAL COMPANY, "LIMITED,"
80 WALL STREET,

P. O. Box 957. Telephone Call 875, New.

J. LANDELLOTH, President.
S. HODSCHILD, Treasurer.

NEW YORK.

A. C. Tappan Esq. or to 12, No 15
Cleveland Park Orange N.J.

Dear Sir, ^{ack Dec 4/09}
I duly received your
favor of Nov. 10th, & hope soon
to hear what Mr. Edison has
to say about the papers, enclosed
in my letter of Nov. 13th.
On reading my affair the report
then sent I find a slight error
was made in the translation on
page 3 in the paragraph reading
"a sample of the final product"
which ought to have been "a
sample of several products" which
please correct accordingly -
I have now received another
report from Dr. Fiedt of Frankfurt

which I beg to make known
for Mr. Edison's consideration.
He will be pleased to hear
as soon as he is prepared
to communicate with me on
the subject.

Yours faithfully,
Raphael

I am also advised a sample box with
one which I shall forward as arrival

(initials)

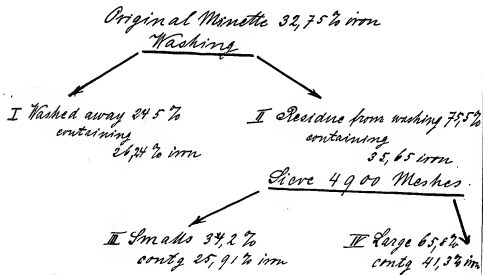
[ENCLOSURE]

as milled - January

Second report on the practical experiments on the Mrs Minette in accordance with Polissons ideas.

The new trial on Mrs Minette was carried out exactly in the same way as described in the report of 26th October, but on a larger scale and on poorer material.

The following scheme will show the experiments and its results:



Through the microscope the different products were seen as described in the first report

[ENCLOSURE]

If the No. Minette would be crushed in iron drums as Mr. Edison presented, the products I & II would pass through the sieve and be lost. The loss of iron in 100 ko Minette would be as follows:

100 ko Minette contain 32,75 ko iron
I 24,5 % Binding material (Washed away)
containing 26,24 % iron amount to
6,43 ko iron.

II 34,2 % Ironscales of 75,5 % of the
washing residues are $34,2 \times 75,5 = 27,11\%$
of the used 100 ko Minette. These 27,11 %
containing 25,91 % iron amount to 7,02 ko iron.
Total loss 6,43 + 7,02 = 13,45 ko iron.

Therefore by sieving 100 ko of No. Minette
13,45 ko iron or 41,2 % of the whole amount
of iron is lost.

New experiments will have to be made
in order to find out whether roasting and
magnetic separation will show better
results.

Wied.

Frankfurt M., November 15th 1889.

one m. l. 8/11
Ans
Dec 7/89
DEPARTMENT OF AGRICULTURE: ONTARIO.

Toronto, December 11th, 1889.

Dear sir:

You will doubtless remember that I visited your laboratory in the month of July for the purpose of making enquiries respecting your ore separator. You were then kind enough to promise that you would furnish me with an account of the working of the separator at your mines in Pennsylvania. But as I noticed that you soon afterwards went across the sea, I presume that the promised statement has been overlooked.

Mr. S. J. Ritchie called upon me on Saturday last, and informed me that you have since then made a very great improvement in your method of separating and cleaning iron ores. I shall be very greatly obliged if you can furnish me with a description of ^{the new machine} ~~it~~ and its capacity, together with analyses or other particulars showing results where your machinery is in operation. I should like to know in particular whether any of the ~~sorted~~ separated ores have been smelted, and if so, whether the charge of the furnace has been made up exclusively of the milled ore, or in what proportion it has been mixed with lump ore. There is an impression that it might choke the furnace if used alone.

Yours very truly,

A. B. Mc

Thomas Edison, Esq.,
Orange,
New Jersey, U.S.

Secretary Ontario Mining Commission.

or nothing

Wm 150 Regent St.
Ottawa.

Private

Mos: A Edinso Esq. Dec. 24/89.

Dear Sir:-

Having recently learned through the Scientific Journals that you were interested in "Magnetic Iron", I thought well to drop you this private note. While on a recent trip with the Governor General, Lord Stanley in the North West, I made out the immense deposit of "Magnetic Hematite" which in analysis, has 70 sulphur, phosphorus & titanium, and fully 68 per cent iron. There of no such deposit today anywhere.

It's 30 miles from the C.P.R.P. through
a level country - and only a short
distance from Navigation afterwards.
I have a map & report, the latter
was drawn up from the surface
exhibit, there being so far no
surface exploration or rather
uncovering. It extends over
300 acres in length chiefly &
and the exposures vary in
width - 20. 30. 40. 60 & even
100 feet. The fact is, the exact
magnitude is not yet ascertained,

as the outcrops have not been
uncovered, except by nature.
It appears to be an enormous
"Iron ridge," such as has not
previously been known in our
Country. I have secured the
property - and as the ore is
magnetic, I would be glad to
have your opinion, as what
course would be best to
dispose of the property.
I am keeping the matter quiet

to cause any excitement whatever.
Knowing the deep interest you take
in such developments, and being
a Canadian we are proud of in every
sense, I have taken the liberty of
consulting you on this subject.

Wishing you the Compliments of
the season.

Very truly yours.

L. A. Grant.

Address.

St James Grant
150 Elm St.
Ottawa.

on writing
1 Incl.:

Winchester House,

50, Old Broad Street,

London 24th Dec. 1889

Dear Mr Edison,

Yours
J. P.

After writing you a
few weeks ago in reference to
the titaniferous ore in New
Zealand the enclosed prospectus
was issued for dealing with the
same, the primary object how-
ever being to obtain and dis-
pose of the petroleum which
exists in the same neighbourhood.

I have been confidentially
informed

informed by Sir Dillon Bell, the
Agent-General for New Zealand,
that it has been reported that
you are to put ^{down} ~~to~~ plant in New
Zealand for separating the ore,
and possibly the promoters of
the Syndicate rely upon this for
making their venture a success;
but having regard to the com-
munications which have passed
between us respecting your Iron
Separator, I of course attach no
importance

importance to the rumour.

I hope you will before
very long receive the barrels of
titaniferous sand which I have
ordered to be sent to you from
New Zealand; and I shall be
curious to learn the results of
your experiments with the same.

With all reasonable greetings
and good wishes for the New
Year,

yours sincerely
Wm. Preece

T. A. Edison Esq

20. 20. 20.

P.F.O.

P.S. I have to thank you for
your communication re -
garding the Electric Light
which I read to the Meeting.
The Meeting was a great
success.

A stylized, handwritten signature in dark ink, consisting of several overlapping loops and a final downward stroke.

on delivery

EDISON LABORATORY.

TELEGRAM.

Dec. 24th

1889

From Trunk Out

Am. Dec. 24/89

To Waldron

9:45 a.m.

Where can I see you

tomorrow answer quick at

Rossin House Toronto

(Recd 9:40 am)
Dec 24/89
Waldron

^{Ritchie}
S. J. Ritchie
S. J. Ritchie Co. 12 x 200

005



10. 4th St.
Philadelphia, Pa.

Box 403.

Dec. 27th 1889.

James A. Edison Esq.

Dear Sir,

The "Toronto Globe" reports
that you are about interesting
yourself in the Nickel ore
smelting business, with a view
to ultimately engage in the
manufacture of Nickel Steel.

I desire to state, ^{that} I am interested
in a Nickel property located
near the famous Sheldrake mine
in Ontario, and am looking
about for some one to purchase
an interest with a view to
developing it. The property
comprises over 120 acres &
is close to the C. P. R. Railroad.

The assay sent me of sample
was taken off the surface
gave Nickel 12.37 %
Copper 41.25 %

a very much better showing
than the Copper Cliff mine at
Sudbury. The Expert sent
here writes me, "This property
in short cannot be beaten in
the most famous nickel mining
district in the world."

If you are interested in
this matter I shall be glad
to call & see you at any
time and place you may
appoint.

Yours truly,
Arthur H. C. H. C.

1889. Mining - Mines and Ores (D-89-53)

This folder contains correspondence and other documents relating to mines and ores to be bought, sold, worked, or tested. Some of the items deal with the mining interests of individuals who either wanted to sell property to Edison or to have their ores tested. There are also numerous inquiries regarding Edison's ore separation process.

Approximately 50 percent of the documents have been filmed. The following categories of documents have not been filmed: routine requests for Edison to test ore samples; routine offers of mining properties and ores for sale to Edison; correspondence and reports by Samuel G. Burn regarding his ore survey work for Edison in Virginia and North Carolina; bills and receipts; duplicate copies of selected documents.

Related documents can be found in D-89-01 (Battery) and D-89-70 (West Orange Laboratory - Suppliers).

0425 -

OFFICE OF
E. K. CONVERSE
No. 105 POYDAS ST.

Mr. J. H. Eddison

D. Sir.

Pardon my question but think you
 will, when you know special friend
 mine, by name, Carson of Dodge from
 your state, Michigan; friend of mine,
 Georgia to look for Gold mine, having
 heard you had stated there was as
 much Gold in Georgia & North Carolina
 as there is west of the Rockies. My ob-
 ject in writing is to help friend, & if it is
 your opinion may I ask whether there
 is any particular part of these states
 one should look. My friend would
 greatly oblige wishing your compliments
 of the season & continued success & wishing
 you will pardon freedom in writing you.
 I am with respect, Ed. Green

Signature - on writing

NEW
JAN 14/89

Albany, Jan. 5/89.

Thomas A. Edison, esq.,

Dear sir:

The favor of
your Private Secretary, of
19th ult., in answer to
mine of the 15th came
duly to hand.

I will send you by
express on Monday next
a keg of iron ore which
I wish to have tested
by your magnetic ap-
paratus.

sator. This is marked as
coming from me, so
that you can readily
identify it.

Will you kindly pay the
express charges, which I
will refund - I cannot
conveniently learn what
they are now.

I expect to be in New
York all of next week
after Monday and will
go out to Orange to see
the on our through.
Please do not crush it

separate the on until
I see you about it.

From what I have been
able to learn about the
construction of your
separator, I have great
hopes that it will be
able to make a com-
plete separation of this
on which is highly mag-
netic.

Very truly yours,
James M. Haughton

Recd July 9/89
E. A. H.
No express charges on this

H. M. Livor
H. M. LIVOR,
MANAGER.

WORKS,
SCHENECTADY, N. Y.

THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT.

49 DEY STREET,

NEW YORK.

Jan 7 1899

My dear Tate

I sent you marked by yourself
by U.S. Express a bag of ore
I wish you would have it examined &
have half brought down to 20 mesh
& the other half to 10 mesh, please
have this done in the morning as I will
be at home about 1.30 P.M. & after
I get there we will have it separated.
Please do not fail me on this as it
is very important & obliging
Yours truly

H. M. Livor.

Ed. Melling

Albany, Jan. 16/89.

A. Q. Tate, esq.,

Dear Sir:

Your favor of
15th inst. is at hand-

I wish you would kindly
let me know when the
separator is in running
order. I should like to
see its workings-

I saw Mr. Wittibre,
of Wittibre, Schuman & Co.,
a day or two ago. He
told me that he had

had some of the Port Henry
on treated by your sep-
arator, with the object
of getting rid of the
apatite which is in
that ore -

Very truly yours,
James M. Haughton.

G. A. LONGNECKER,
MINER AND SHIPPER
OF
MAGNETIC IRON ORE,
MECHANICSBURG, PA.

G. A. Longnecker

Mechanicsburg, Pa. Jan. 1st 1889

Mr. Thomas A. Edison,
Orange, N. J.
Dear Sir:-

In yours of the 28th
Dec. you say, "When sample
of the rock you have been
furnished, will write me further."
As I have heard of it, is a
letter received from New York,
signed E. W. Loomer, asking
me to negotiate with you
discreetly, as to the separation
of any magnetic iron ore -
Before going further in this
matter, I will say, right here,
if I could see or bring a little
more of any ore with me, to your
laboratory, can I see it?
Just through, personally, if so,
I will then be in a position to
talk & ask - I am advised to
write - Yours Truly, G. A. Longnecker

STOBAS & CO.,
SHIP BROKERS,
48 BROAD STREET

Ans. 20/2/89,
New York, Jan. 21, 1889.

Ask how much to
25 lbs to
Thomas A. Edison, Orange, N. J.
Return Sample
Orange, N. J. with
franchise?

We beg to acknowledge
receipt of your communicating
dated Jan. 19/89, and today
send you by registered mail
under separate cover the
sample of Thorit as received
from Messrs. S. Thomsen & Co.

after having examined
same, you will kindly
inform us of your
determination, whether
you can make use of the mineral,
also stating what you would
be willing to pay for it.

Very truly yours
S. S.

Enclosed you will find
a copy of our
return to the
sample.

Very truly yours
C. A. Longnecker
Mechanicsburg, Pa.

G. A. LONGNECKER,
MINER AND ENGINEER
MAGNETIC IRON ORE,
MECHANICSBURG, PA.

ackd 21/2/89
Mechanicsburg, Pa. Jan. 23/89

Thomas A. Edison, Esq.
Orange, N. J.
Dear Sir:

Yours of 19th inst. is received.
Will ship by freight, at once,
another 40 lbs. of my magnetite
iron ore, informing you of
its arrival, your laboratory.
Will leave this in time, to ar-
rive in Orange by (not later
than) Sat. A. M., Sunday (Morrison).
Feb. 19th on my way
to the New York C. & W. Will stop over
the ore treated. Will
confirm this by letter or wire a
few days in advance of the
time appointed. In the contrary, if
this arrangement is inconvenient, please
advise, Mechanicsburg, Pa. etc. will answer
just as well.

Yours Truly
C. A. Longnecker

Onward! Marching

ans. 5/2/89

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:- Judge Habersham who writes the enclosed wishes
me to call your attention to the same. In regard to the obromite, will let you
know about it very soon.

Very truly yours,

George F. Kunz

402 Garden St., Hoboken, N. J.

Jan. 29, 1889.

Write very
that ~~you~~ are not
prepared go into
morning just
Thank Kunz
for reference

[ENCLOSURE]

Ores and Minerals

London, 1st Dec. 1844
 Dear Sir,
 I have the honor to acknowledge the receipt of your letter of the 27th inst.

During the past five months I have been most happy to effect a sale of the Little Iron Copper Mine in the Yorkshire Coalfield, and to arrange for the sale of the same. I have also been most happy to arrange for the sale of the same. I have also been most happy to arrange for the sale of the same.

The agent of the English-Spanish Mining Company, during the late heated time, and suffered from the same. I have also been most happy to arrange for the sale of the same. I have also been most happy to arrange for the sale of the same.

[ENCLOSURE]

1. The principal hypothesis is that
 the system is a simple one, and
 the results are not too far from
 the truth.

[illegible]

I enclose the Stoughton Specimens,
Lincoln County, for estimate & possible for
mineral interest and one acre (you want)
of Mineral land, I expect that I can
give property has been the way the
referred and has power to be well in-
gled, copper, Silver and lead.

There are divisions of ore, extending for a mile through the property. The composition of the same varies

It is equally true, Richard expects and desires
 from people who will endeavor with
 him, mutual confidence and shared
 success. Richard with sincere regard
 and good will signed.

The following are the above mentioned specimens of the genus from the River St. Lawrence delta.

[illegible]

No 1.002 " " " Mine 94-4466 - ... 5456

24th Dec. 79 79 999th - Dec. 79 999th

Letter of Discharge by Prof. A. K. Williamson

1752. 1753. 1754. 1755. 1756. 1757. 1758. 1759. 1760. 1761. 1762. 1763. 1764. 1765. 1766. 1767. 1768. 1769. 1770. 1771. 1772. 1773. 1774. 1775. 1776. 1777. 1778. 1779. 1780. 1781. 1782. 1783. 1784. 1785. 1786. 1787. 1788. 1789. 1790. 1791. 1792. 1793. 1794. 1795. 1796. 1797. 1798. 1799. 1800. 1801. 1802. 1803. 1804. 1805. 1806. 1807. 1808. 1809. 1810. 1811. 1812. 1813. 1814. 1815. 1816. 1817. 1818. 1819. 1820. 1821. 1822. 1823. 1824. 1825. 1826. 1827. 1828. 1829. 1830. 1831. 1832. 1833. 1834. 1835. 1836. 1837. 1838. 1839. 1840. 1841. 1842. 1843. 1844. 1845. 1846. 1847. 1848. 1849. 1850. 1851. 1852. 1853. 1854. 1855. 1856. 1857. 1858. 1859. 1860. 1861. 1862. 1863. 1864. 1865. 1866. 1867. 1868. 1869. 1870. 1871. 1872. 1873. 1874. 1875. 1876. 1877. 1878. 1879. 1880. 1881. 1882. 1883. 1884. 1885. 1886. 1887. 1888. 1889. 1890. 1891. 1892. 1893. 1894. 1895. 1896. 1897. 1898. 1899. 1900. 1901. 1902. 1903. 1904. 1905. 1906. 1907. 1908. 1909. 1910. 1911. 1912. 1913. 1914. 1915. 1916. 1917. 1918. 1919. 1920. 1921. 1922. 1923. 1924. 1925. 1926. 1927. 1928. 1929. 1930. 1931. 1932. 1933. 1934. 1935. 1936. 1937. 1938. 1939. 1940. 1941. 1942. 1943. 1944. 1945. 1946. 1947. 1948. 1949. 1950. 1951. 1952. 1953. 1954. 1955. 1956. 1957. 1958. 1959. 1960. 1961. 1962. 1963. 1964. 1965. 1966. 1967. 1968. 1969. 1970. 1971. 1972. 1973. 1974. 1975. 1976. 1977. 1978. 1979. 1980. 1981. 1982. 1983. 1984. 1985. 1986. 1987. 1988. 1989. 1990. 1991. 1992. 1993. 1994. 1995. 1996. 1997. 1998. 1999. 2000. 2001. 2002. 2003. 2004. 2005. 2006. 2007. 2008. 2009. 2010. 2011. 2012. 2013. 2014. 2015. 2016. 2017. 2018. 2019. 2020. 2021. 2022. 2023. 2024. 2025. 2026. 2027. 2028. 2029. 2030. 2031. 2032. 2033. 2034. 2035. 2036. 2037. 2038. 2039. 2040. 2041. 2042. 2043. 2044. 2045. 2046. 2047. 2048. 2049. 2050. 2051. 2052. 2053. 2054. 2055. 2056. 2057. 2058. 2059. 2060. 2061. 2062. 2063. 2064. 2065. 2066. 2067. 2068. 2069. 2070. 2071. 2072. 2073. 2074. 2075. 2076. 2077. 2078. 2079. 2080. 2081. 2082. 2083. 2084. 2085. 2086. 2087. 2088. 2089. 2090. 2091. 2092. 2093. 2094. 2095. 2096. 2097. 2098. 2099. 2100. 2101. 2102. 2103. 2104. 2105. 2106. 2107. 2108. 2109. 2110. 2111. 2112. 2113. 2114. 2115. 2116. 2117. 2118. 2119. 2120. 2121. 2122. 2123. 2124. 2125. 2126. 2127. 2128. 2129. 2130. 2131. 2132. 2133. 2134. 2135. 2136. 2137. 2138. 2139. 2140. 2141. 2142. 2143. 2144. 2145. 2146. 2147. 2148. 2149. 2150. 2151. 2152. 2153. 2154. 2155. 2156. 2157. 2158. 2159. 2160. 2161. 2162. 2163. 2164. 2165. 2166. 2167. 2168. 2169. 2170. 2171. 2172. 2173. 2174. 2175. 2176. 2177. 2178. 2179. 2180. 2181. 2182. 2183. 2184. 2185. 2186. 2187. 2188. 2189. 2190. 2191. 2192. 2193. 2194. 2195. 2196. 2197. 2198. 2199. 2200. 2201. 2202. 2203. 2204. 2205. 2206. 2207. 2208. 2209. 2210. 2211. 2212. 2213. 2214. 2215. 2216. 2217. 2218. 2219. 2220. 2221. 2222. 2223. 2224. 2225. 2226. 2227. 2228. 2229. 2230. 2231. 2232. 2233. 2234. 2235. 2236. 2237. 2238. 2239. 2240. 2241. 2242. 2243. 2244. 2245. 2246. 2247. 2248. 2249. 2250. 2251. 2252. 2253. 2254. 2255. 2256. 2257. 2258. 2259. 2260. 2261. 2262. 2263. 2264. 2265. 2266. 2267. 2268. 2269. 2270. 2271. 2272. 2273. 2274. 2275. 2276. 2277. 2278. 2279. 2280. 2281. 2282. 2283. 2284. 2285. 2286. 2287. 2288. 2289. 2290. 2291. 2292. 2293. 2294. 2295. 2296. 2297. 2298. 2299. 2300. 2301. 2302. 2303. 2304. 2305. 2306. 2307. 2308. 2309. 2310. 2311. 2312. 2313. 2314. 2315. 2316. 2317. 2318. 2319. 2320. 2321. 2322. 2323. 2324. 2325. 2326. 2327. 2328. 2329. 2330. 2331. 2332. 2333. 2334. 2335. 2336. 2337. 2338. 2339. 2340. 2341. 2342. 2343. 2344. 2345. 2346. 2347. 2348. 2349. 2350. 2351. 2352. 2353. 2354. 2355. 2356. 2357. 2358. 2359. 2360. 2361. 2362. 2363. 2364. 2365. 2366. 2367. 2368. 2369. 2370. 2371. 2372. 2373. 2374. 2375. 2376. 2377. 2378. 2379. 2380. 2381. 2382. 2383. 2384. 2385. 2386. 2387. 2388. 2389. 2390. 2391. 2392. 2393. 2394. 2395. 2396. 2397. 2398. 2399. 2400. 2401. 2402. 2403. 2404. 2405. 2406. 2407. 2408. 2409. 2410. 2411. 2412. 2413. 2414. 2415. 2416. 2417. 2418. 2419. 2420. 2421. 2422. 2423. 2424. 2425. 2426. 2427. 2428. 2429. 2430. 2431. 2432. 2433. 24

$\frac{1}{2} SSB = \frac{1}{2} SSS = 34.267$

[illegible]

On the Niagara property there is a very

Stavice deposit of anciently there. The lower

Field from a number of days and will come

from above Italian and the highest, from below

My dear and much loved Mary I will be true.

2. What a cheap person for nothing (No 1st)

[ENCLOSURE]

very large amounts may be derived from the
sale of materials. The quantity is almost
infinite. In fact, this property can cover
all its past debts and give \$200 to the house-
hold derived by means of stores.
There is no doubting, it would make better
on the premises for all practical purposes.
The average land, at a price of \$5 per acre,
which has been crushed with an ordinary
crusher and proper storage, may easily pay for
the same piece of land, and really is ready
for sale - and I think that has been
demonstrated by the above. There is so much
of the kind can be worked very, perhaps,
at a cost of fifty cents per ton.
I hold an option upon the property at
\$10000 and have the refusal of a Liver-
pool Liverpool, at \$500 per annum.
I suppose I will eventually
sell the mine for \$5000 or five thousand
dollars. I will set a one half interest
in the mine and a half interest in my
Candy Precipitate, in all operations and if the

3) Wedge Tailed Shearwater - I saw several to mention
the night of the Early Breeze here at the
Herring wharf - saw 4 larger Prunella stragata
and a few Parus immaculatus birds off the water.
Went down to visit the large mussel to visit
Catharina with my pocket for drawing
p. 44

The new machinery and apparatus
now from the main on the Springer
property, can be concentrated and sent
to the machine works at Charlotte, N.C.
and worked at small cost.

Within seven miles of this place there is a vein of Magnetite Iron Ore, which extends for miles through the County.

Dear friends, please find a sample
 showing that you may be able to make
 the cotton of some one of your many
 friends it has been ordered with me
 and will be for and from many things
 during the season.

Believe me, Yours sincerely,
Wm. H. Williams.

[ENCLOSURE]

Miss Symmes, with her good
it was up the machinery,
and exhibiting today. People at the
Springer's Office.
Starting from the Michigan road
on a day of the 1st of June, 1861, Springfield
One mile average to the end of the
15 of the 1st and 15-100 of the 1st of June.
Yours sincerely
William W. Wadsworth

Send this man to the Reading Mine
Called Dunk mine to assist Lehman in
surveying — He goes on Hudson R.
to Cold Springs & then he will either
meet Reed or Lehman at Stated or if
they do not come down he can
get a carriage and drive up to
mine which is six miles — give him
twenty (20) dollars for his fare —

James H. Hinean
Feb 5 89
2000

Dunk mine
Callid Reading RR mine
6 miles from Cold Spring
The NYC & Hudson River
Mr Wilcox

TAE-Kunz

Nov. 12/2/89. (P.L. 12)

402 Garden St., Hoboken, N.J.

Feb. 9, 1889.

Mr. Thomas A. Edison,

Orange, N.J.

Dear Sir:- The enclosed letters on the subject of chromite
may be of interest to you and I think are worth the following up.

Expect to hear from another source which as soon as I do, will send to you also.

Believe me,

Very truly yours,

George F. Kunz

[ENCLOSURE]

W. D. Ray Mica Co.
THE G. D. RAY MICA COMPANY,
BURNSVILLE, N. C.



Burnsville N. C. Jan 15 1889

Mr George F. Haug,
New York, N. Y.

Dear Sir,

Yours of 6th inst. received
2 or 3 days ago and has reassured me somewhat because
other parties had an option which expires today.
The mine you refer to belongs to me. The deposit is very
large, to all appearance undisturbed. There have
been several workings made showing 50% chromite
stone. The country in such instances has been
made of chemicals of acknowledged ability.
The mine lies about five miles from the point &
within about three miles of line of rail road now
located and on which work is under contract
and progressing at this time.
There are two to fifteen tons of ore out now at
the mine.

I should not care to name a price for ton at
this time. The mine however is on the market
and open to inspection. Should you desire to
purchase you will want to examine the
property and at that time I will give the

[ENCLOSURE]

figures at which I will sell.

I neglected your letter, it should have received
an earlier answer and would not for negotiation

I am carrying on with other parties, I am etc.

Very truly yours,

G.D. Hays.

[ENCLOSURE]

(100 and 1160)
THE G. D. RAY MICA COMPANY,
BURNSVILLE, N. C.



Burnsville N. C. Jan. 1st 1897

Mr. George F. Hervey

Hoboken N. J.

Dear Sir:

Yours of 8th received
and in reply would say. The tract on which my
mine is located is 25 acres in extent. There are four
regular well defined veins on the property, with good
thin walling of cuperitine rock. The veins are each of
them about 18 to 21 inches wide. One of the veins
on account runs 20 to 25^{ft} deep to where work was
stopped. These veins were opened, like ancient workings
at mine veins, by a race of which we know nothing.
I cannot say further about the deposit than that all
geological indications point to an unlimited,
an inexhaustible supply of the ore. As I wrote before
I have taken out some 15 tons and the vein is perfect
and the ore is rich where work stopped as it was
found while work was going on. I simply stopped
because I had found to my satisfaction what the
mine really was as to production and quality.
I do not feel inclined to name a price at
this writing. When you wish further as regards

[ENCLOSURE]

intimate you will, and when I know what
your intentions are I might give price, but I
think the better time to agree on that will be
when you come to examine the mine

Any further information shall be pleased to
furnish you, and, hoping you will find
the matter of sufficient importance to visit
the country and the mine, I am Sir,

Very truly yours

G. D. Ray

on valley

Mr. Dickson,

February 21, 1889.

Mr. James MacNaughton has sent some ore here, which I understand contains Titanium. Mr. MacNaughton tells me that the Titanium occurs in crystals, and that there is no chemical combination between this element and the iron. We would like to have some of this ore run through the separator as soon as possible--to-day if practicable. Perhaps Mr. Edison would like to examine the concentrates before Mr. MacNaughton is communicated with.

A.C. Fats.

ch.

OK. come out

JOHN BIRKINBINE,
Engineer,
No. 23 N. E. City Hall Square,
R. James St.,
PHILADELPHIA.

Sheet. No.

Philadelphia, February 25th. 1889.

Le
T. A. Edison, Esq.

Orange, N. J.

Dear Sir:

I have this day arranged with Messrs Walburn & Co to ship to you tomorrow for testing with the magnetic separator, a sample, each, of the following,

Rolling mill cinder, containing from 80 to 85 per cent of iron.

Roll scots, probably carrying 80 per cent of iron.

Converter splittings, iron and slag in the form of shot.

Ladle slag from the converter pit, consisting of particles of steel mixed with slag.

Or
Cupola slag, this will contain some iron and manganese.

Mr. Mc. Guinness informs us that the assertion was lately *made* to him that iron carrying 4 per cent of manganese was non-magnetic, this *is* a very much doubt.

I hope to hear from you shortly in regard to working up the paper on "Iron Ore Concentration".

Yours Truly,

John Birkinbine

Oct 5 4 11 AM '89

Cable address, "Walbaum," Philadelphia.

General Merchandise Dealers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. Lock Box.

Philadelphia, Feb. 24th, 1889

Thos. A. Edison Esq.

Jewelry Park N.J.

ans. 1/6/89

Dear Sir-

At the request of Mr. John Birkinbine we have shipped
to day to the Laboratory at Jewelry Park the following parcels.

- Box of Pit or Ladle Slag ✓
- 1 Box of Cupola Slag ✓
- 1 Box of Converter Slag ✓
- 1 Keg of Mill Scale ✓
- 1 Keg of Mill Cinder ✓

In regard to the material marked "Cupola Slag" the writer is in
doubt whether it is Iron Cupola or Spiegel Cupola Slag, the latter
was asked for but the slag looks more like the former and we have
written the Penna. Steel Co. who kindly furnished the material for
further information.

Trusting that the samples will answer your purpose we remain.

Yours very Truly.

W. H. Walbaum & Co.

*Recd July 28/89
J. H. Miller*

Out. S. & M. M. M. M.

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,

OFFICE OF

METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

W. H. WALBAUM & CO.,

206 South Fourth Street,

P. O. LOCK BOX.

Philadelphia, Feb. 28th. 1888

Laboratory of Thos. A. Edison

Llewellyn Park

Dear Sir-

Referring to our letter of 26th. inst. in regard to slag sent you for experimental separation we have heard from the Penna. Steel Co. that the slag marked "Cupola" is iron Cupola slag and not Spiegel.

We have been informed that ~~4%~~ of Manganese when present as an alloy distorbs the magnetic properties of iron and unless you specially desire to try it or doubt the accuracy of our information we will not send a sample of Spiegel slag until we hear from you. The Penna. Steel Co. were unable to give us any data in regard to the chemical composition of the slags they sent but are much interested in the outcome of the experiment.

Of the materials sent we think the greatest practical benefit would be in successfully treating the Cupola and Pit or Ladle Slags as at present no attempt is made to utilize these as they go at once to the cinder bank.

The other materials are usually sent to the Blast Furnace and as the writer was told a short time ago by a Mill Manager "the Blast Furnace is about as good a separator as any yet invented."

Yours Very Truly.

W. H. Walbaum & Co.

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialists.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. LOCK BOX.

Philadelphia, March 6th. 1889

Wm. K. Dickson Laboratory of Thos. A. Edison

Orange N.J.

Dear Sirs-

We received this morning the samples of the slag you so kindly sent us and are much disappointed at the results as no practical benefit appears to be derived from the separation. We could not expect very much from the Mill Scale, Mill Cinder and converter Spittings as they are already in fair shape to go to the Blast Furnace but we did hope that the Ladle and Cupola Slags would be susceptible to treatment as at present the Iron they contain is a total loss for these slags go direct to the dump.

We presume the presence of Mn. may effect the separation or possibly the samples sent were particularly clean ones.

If you made any analysis of the original samples we would be pleased to receive them as we could tell from those whether or not the samples were average ones.

Thanking you for sending us the results and regretting that they were not more satisfactory we remain.

Yours Very Truly,

W. H. Walbaum & Co

(Dictated)

Mills Building,

New York,

March 28, 1889.

Friend Edison:

Referring to your message through Mr. Ineull, regarding the Montana gold mine, I desire to say that Gov. Hauser will be glad to forward to you a sample of the average ore; but as the mine is 100 miles from any railroad, the expressage will be very heavy, and therefore he asks with how small a quantity you could get along. Would 100 pounds be sufficient for your purpose? Do you wish the ore pulverized or in its original state, as it comes from the mine? You can have it either way.

Yours truly,

N. V. Clark
C.S.

recd
 Apr 8/89
 If Tellurium
 could be obtained
 cheap I could
 use it in 32 gauge
 sheet for making
 the A. Carlson 1988
 Lowell Park, N. Dublin, Ohio
 April 8/89

Dear Sir:

I have been referred to
 you for information as to any
 known uses for the metal

Tellurium or its salts.

I am interested in a possible source
 of this metal (scientifically) and
 would be glad to know of any
 uses for it.

Very truly yours

Frank C. Smith
 Lecturer in Chemistry
 University of Mich.

or milling

F. G. BENNER,
HANS SCHNEIDER.

P. O. BOX 3105.

OFFICE OF WOERISHOFFER & CO.,

NO. 52 EXCHANGE PLACE,

New York, *Apr 3 1888*

My dear Edison

I am inter-
ested in a Copper mine near
Smyerville Ky, which is now
being developed with steam drills.
The ore is stated to be very simple
in composition -
I have had a number of analyses
made here in Europe & all
show about same results -
Some specimens show a trace of
Silver & a trace of Gold.
I have directed a lot of specimens
sent to you & it will be a pleasure
if you will have a
careful analysis made under
your personal supervision & give
me your opinion as to the most
economical method of production.
The Ausonia people report they
have a process for treating this
ore by electricity at a low cost.
I am told the metal product of this
process is very pure.

Thanking you in regard to
the offer

Nov. 16/1889

505 California St
Room 23

San Francisco April 8th 1889
J. A. Edison Esq. ^{San Francisco Cal. May 6/89}
New York ^{Bismuth} can never
Dear Sir:- Come into question use at

A friend of mine which produces ^{over 1000} ~~several~~ ^{lots} of ^{quantity} ~~quantity~~ ^{of} ~~the~~ ^{the} ~~different~~ ^{different} ~~uses~~ ^{uses} it can be applied to in case the price could be reduced ^{to} ~~to~~ ^{say} ~~one~~ ^{half} of present quotations. Will you kindly inform me if you have a ^{desire} ~~desire~~ ^{to} ~~use~~ ^{use} ~~them~~ ^{them} in any quantity in your different enterprises or if not who does and what the yearly consumption would likely reach, provided the price was reduced ^{to} ~~to~~ ^{say} ~~one~~ ^{one} ~~hundred~~ ^{hundred} per cent.

Yours truly \$1.25
W. C. C. C. C.

50 Cents would probably
permit it to be used
quite extensively in
the arts - Edison

Mills Building,

New York, April 15, 1889.

Dear Mr. Edison:

By express, I sent you
to-day ore samples, about
which we have been corresponding.
Enclosed please find copy
of a letter from the manager
of the mines to me, explaining
the samples sent.

Yours truly,
H. Villard
per.

[ENCLOSURE]

Copied
The Maginnis Mining Company

Maiden, Montana, April 7th 1887

Henry Villard, Esq.

Mills Building, New York.

Dear Sir.

On the 5th inst. I went through all the works in the Spotted Horse gold mine, and helped the foreman take samples from seven different places in the workings.

One sample from the 150 foot level in old shaft.

One from the 200 ft level and five from various ore bodies exposed in Main tunnel covering a length along the vein of over 100 ft and at various heights from the bottom of tunnel up to 35 ft above it in some of the slopes. There is large quantities of ore in sight at all points sampled by me. All the various samples were put together and boxed. The block ore is about 4 ft wide where struck out of unknown extent - I think it one of the best free gold mines in Montana.

Respectfully yours,

(signed) Granville Stuart.

The block sample is a Telluriferous ore and is not free milling.

as before
G. A. LONGNECKER,
MINER AND SMELTER
MAGNETIC IRON ORE,
MECHANISBURG, PA.

Mechanismsburg, Pa. Apr. 16th 1889
Thomas A. Edison Esq.
Orange N. J.
Dear Sir:-

When at your laboratory
in Feb. upon Mr. Brown
~~stated~~ he would run a weighed
quantity of my ore through
your magnetic iron ore separa-
tor, and would give
me results of the work,
compare and give of the ore
before separation, also the
concentrate, loss in tailings
&c., in fact a complete report.
I have waited patiently, but
as yet have no report other-
wise. Would be pleased to hear
from you, also would like to
know when the Washfield separa-
tor at Allentown Pa. will be put
in operation.

Yours Truly
G. A. Longnecker

Pell Fluor Spar Mining Company.

MINERS AND SHIPPERS OF ALL GRADES

FLUOR SPAR,

FINE GROUND, LUMP AND CRUSHED.

Fine Ground Chemically Pure Fluor Spar a Specialty, for use of Glass Works and Chemicals.

Telegraph Shawneetown, Ill.

arr
Apr 21/89

Capt Edison

New York -
Dear Sir

April 17, 1889

Desk of Geo. Tracy
very
impr
samples

We have here

at our mines a mineral termed
"Fluor Spar" of wonderful strength
and purity - in its natural state it is
a wonderful flux for metal of all
kinds and for glass making and
by chemists for making hydro-fluoric and
hydro-fluoric acids. It is only partially successful not being
used universally because when put into
a furnace or Belpole the best of it
passes off in fumes before the entire
mass of iron or metal receives its full
force - if it could be retained it would
revolutionize the manufacture of iron
and make steel direct from the ore.
It is a wonderful product and
if you desire us to do so we will

Send you some samples in the lump
or natural state and some fine ground
as we grind it for use of glass works and
chemicals-

We have also what we term "Calc"
Spar which is lime as nature made
it, analysis being over 90% pure lime-

Could this be used in making
your "Electric Light" taking the place
of the ball of lime with Oxygen & hydrogen?

Thinking you might desire to experi-
ment a little with both the Fluor Spar
and "Calc Spar" for our mutual ad-
vantage I take the liberty to address
you - If I can be of any service to you
Command me

Very Truly Yours
J. H. London Prop.
Bell Fluor Spar M Co

H. M. LIVOR, ^{CUS}
MANAGER.

WORKS,
SCHENECTADY, N. Y.

THE EDISON MACHINE WORKS,

SHAFTING DEPARTMENT,

19 DEY STREET.

NEW YORK,

April 18, 1889.

A.O. Tate, Esq.,

Edison's Laboratory, Orange, N.J.

Dear Sir:

You will receive from the Gilbert Mine, where we are now erecting a mill, a box of Ore. I wish that you would have this Ore concentrated at 12 mesh and 20 mesh, and send a couple of small boxes of each to me as I desire to have them analyzed.

I also left the other day with Dixon some samples of Scrub Oak Ore. I should have received the concentrate from this Ore before this, and don't understand the delay. Will you kindly take it in hand and see Dixon and have it pushed through? I wanted this also in about 12 mesh and 20 mesh, and wished a sample box of each. By doing this, my dear Tate, you will oblige,

Yours truly,

H. M. Livor

*This stuff was
shipped at (at - am) finished
Friday - 11/11/89*

*Sh. are other to see
to see later unfortunately -*

ons

OFFICE OF THE

PENOEKE AND GOGEBIC DEVELOPMENT COMPANY,

JOSEPH L. COLBY,
TREASURER

CHAS. A. ARBY, BUSINESS

MILWAUKEE,

Ans. May 8/89

May 24th 1889

Thos. A. Edison Esq.
Orange. N.J.

Dear Sir,

I have made an estimate of the probable gain in value of mangrove stems if concentrated by your process, which I enclose herewith as a guide in making your experiments with "Caly" ore.

If there is any further information I can give I shall be glad to do so if Mr. Dickson will let me know what is wanted.

Very respectfully,
Chas. A. Arby

[ENCLOSURE]

OFFICE OF THE
PENOKEE AND GOGEBIC DEVELOPMENT COMPANY,

JOSEPH L. COLBY,
TREASURER.

CORRY & ARNOT BUILDING,

MILWAUKEE, April 24, 1889

Memorandum for Mr. Edison.

Estimate of value of Manganiferous steel containing 63% combined Iron & Manganese, if concentrated, as follows.

| <i>Manganese.</i> | <i>Iron.</i> | <i>Percentage of steel at times containing Manganese 75 to 79%</i> | <i>Value of the concentration</i> | <i>Gain in value</i> |
|-------------------|--------------|--|-----------------------------------|----------------------|
| 53 %. | 10 % | 3 ²⁰ | \$12.84 | \$9.84 |
| 50 " | 13 " | 3 ²⁰ | 11.50 | 8.50 |
| 47 " | 16 " | 3 ²⁰ | 10.52 | 7.52 |
| 44 " | 19 " | 3 ²⁰ | 9.90 | 6.90 |
| 40 " | 23 " | 3 ²⁰ | 8.90 | 5.90 |
| 36 " | 27 " | 3 ²⁰ | 7.98 | 4.98 |
| 32 " | 31 " | 3 ²⁰ | 7.14 | 4.14 |
| 28 " | 35 " | 3 ²⁰ | 6.38 | 3.38 |

H. M. LIVOR, ^{Chas}
MANAGER.

WORKS, ¹⁸⁸⁷
SCHENECTADY, N. Y.

THE EDISON MACHINE WORKS,
SHAFTING DEPARTMENT,
19 DEY STREET,
NEW YORK.

April 28, 1886.

Thomas A. Edison, Esq.,

Orange, N.J.

ans. 2/5/889

62' 0 () 0 0

Dear Sir:

I send you by express to-day a cigar box of the Ore that I referred to when I saw you Saturday as being an Ore found fine in its natural state. The condition of the Ore as you will receive it is just as it is mined. This Ore is said to be magnetic, but not very strongly so. It is also low in Iron. I would suggest that this Ore be thoroughly dried before you attempt to separate it. If you will kindly give Mr. Dixon instructions about this you will greatly oblige,

Yours truly,

H. M. Livor

025

Pell Fluor Spar Mining Company,

MINERS AND SHIPPERS OF ALL GRADES—

FLUOR SPAR,

FINE GROUND, LUMP AND CRUSHED.

Fine Ground Chemically Pure Fluor Spar a Specialty, for use of Glass Works and Chemicals.

Telegraph Shawneetown, Ill.

Boosey, Glane, Standing Co., Ill., April 29, 1889

A. O. Tate, Private Secy.

Thomas A. Edison

Orange N. J.

Dear Sir

Yours kind favor
24th at hand - We have no transparent
samples of the "Calc" (native lime) Spar
but occasionally come across some
very fine transparent samples of the
Fluor Spar crystallized in squares
&c. - we find these when we come across
"pockets" in our mine - If this is
what you desire we will remember you
when we reach the next pocket - Would
the lump "Fluor Spar" or ground "Fluor
Spar" or lump or ground "Calc Spar"
be useful to you in any way in your
experimenting - Fluor Spar is the most power-
ful fluxing mineral in the world if its fumes
could be controlled so that the molten mass
would receive the full benefit - if this could

No. 100

be done, steel would be made direct from the ore in the furnace to any desired weight in one mass - or hard or soft steel or iron made

Krupp the great German inventor or discoverer of casting steel in large bodies would then take a back seat -

I believe Fluor Spar and Calc Spar and possibly some other simple ingredient is all that is required to do the work - something to retain the strong cleaning and fluxing fumes of Fluor Spar and drive out the phosphorous and sulphur - I have the largest mine of Fluor Spar and about the only one in the U.S. and would gladly put it in to such a discovery - I sell a great deal of Fluor Spar for fluxing as it is, but in its natural state it does not come into general use especially with the smaller iron works as they cannot contain it - They say it is invaluable to them if its fumes could be controlled - I believe Mr Ellison is the man to solve this problem as he has done so many other much more difficult -

Very Truly Yours
Roll Fluor Spar M Co
1011 London Paper

Ans. May 13/89

508 California St Room 23
San Francisco May 6th 1889

T. A. Edison Esq
Orange N J
Dear Sir:-

Your letter of April 10th has been rec^d
and in reply thereto have to say the mine mentioned
in my previous letter is within a convenient distance
of a seaport town on the Pacific Coast.

The vein containing the ore is strong and vigorous
and promises to be lasting and productive in
several kinds of metals but particularly in
Bismuth. An analysis of the ore shows the
following viz. per ton

| | |
|----|--------------------|
| 20 | percent of Bismuth |
| 15 | " " " Copper |
| 7 | " " " Lead |
| 10 | " " " Sulphur |

with 100 ozs of Silver and 70 in Gold.

What I desire to know is simply this, if the price
of Bismuth was reduced to one dollar per

21

found, could a large market be worked up for
in connection with any industrial uses? If so,
to what uses?

It is safe to say that at present the mine
has 2000 tons of such ore in sight, and gives
great promise of permanency.

In reading up on the physical properties of Bismuth,
I note that the authorities say that Bismuth
is the most strongly diamagnetic of all metals,
and this suggested to me the idea of communicating
with you, in the hope that a large use of Bismuth
might be created by some of your many
valuable inventions, I shall be pleased to hear from
you fully in relation to this metal, at your
early convenience.

Yours truly,
McCluskey

H. M. LIVOR,
MANAGER.

WORKS,
SCHENECTADY, N. Y.

THE EDISON MACHINE WORKS,
SHAFTING DEPARTMENT,
49 DEY STREET,
NEW YORK,

May 7, 1888.

A.O. Tate, Esq.,

Edison's Laboratory,

Orange, N.J.

*Dixon
attest
5*

Dear Sir:

I send, directed to you, to-day by express a small box of Ore. In the box you will find a letter addressed to me from Mr. W.G. Rowe of Reading, Pa. This letter will explain the matter fully. Please show this letter to Mr. Edison and ask him what he thinks of the Ore for separating purposes. Have the Ore separated, and please send me samples of the concentrate and tailings, and also let me know what the percentage of metallic iron is, and oblige,

Yours very truly,

H.M. Livor

on, m...
Edison

Chas. Mans 7/62

Emfala May 8th 1889

Mr. E. H. Linton,
President of Edison Electric Co.

Dear Sir

Please inform me who
I will communicate with in
reference to the Edison Electric
Gold saving Machine. If you
have any cuts or description
of the Machine please send me one
I control a large amount of
tailing ground to an impracticable
number worked fifty years ago
there was so much sulphur
& arsenic that the amalgam also

Could not take it up.
It will yield \$20⁰⁰ or \$25⁰⁰
Mr. Foxe I have specimen ready
to send to whom you may
designate. It also controls a bed
of Decomposed slate that will
yield 15 to 18 Gall Mr. Foxe
this is unlimited

Yours Truly

V. J. Shoup

Thank him for sample say 4 percent
 Rutile has no value at present.
 Have you a mine of
 Candler Benicomb Co. N.C. May 11th 1889
 J. I. Edison - Abeno Park N.Y.

Dear Sir
 I send you to day 9 ounces of Rutile
 Please Write me if you are buying and
 the Value Per Pound of such material
 — I still hope you will respect a chance
 for the successful Reduction of the
 Auriferous Pyrites of this country for
 I believe the future supply of gold
 must be obtained from that source
 and I believe you will by the aid
 of Electricity or otherwise as I think
 nothing is impossible to you
 Respectfully yours
 Geo. Hayden
 27.6.

Address Candler Benicomb Co. N.C.
 I have a peculiar hard Crystal I will
 send you if you wish me to I am not
 able to determine what it is yet

CLOS

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF

W. H. WALBAUM & CO.,

206 South Fourth Street,

P. O. Lock Box.

Philadelphia, May 27th 1889

Laboratory of Thos. A. Edison

Orange N.J.

Gentlemen:

Referring to your favor of 11th inst. we wrote our friends in regard to sending test lots of ~~the~~ ores and we are advised that they have shipped to you four keys marked as follows. "No. 2 Soft Ore", "No. 2 Hard Ore", "No. 4 Soft" and "Stuart". These ores according to analyses furnished us are exceptionally low in Phosphorus, but are lean and it will be necessary to concentrate them in some manner. There is a scarcity of water in the district and magnetic separation seems to be the only method. We will be greatly obliged to you if you will send us samples of the crude ore, concentrate and tailings from each sample and also estimates for plant as per ours of the 10th inst. Trusting that your test will prove satisfactory and that the samples will reach you safely we remain.

Yours Very Truly.

W. H. Walbaum & Co

Geo. A. Shepard
HATTER'S HEAVERS.
FACTORY,
WESTPORT, CONN.

OFFICE OF
GEO. A. SHEPARD & SON,
—MANUFACTURERS OF—

Geo. F. Shepard.
SALESROOM AND
OFFICE,
BETHEL, CONN.

HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-FORMING HEAT WIRES.

Bethel, Conn., May 31st 1889

Mr. Thomas A. Bacon

Dear Sir

Permit me to take the liberty to
send to you a sample of what is
called natural Paraffine for your inspection.
If you find this worthy of your attention
after you have analyzed it I shall be
pleased to hear from you. There can be
 dug from the earth in immense
quantities one very large bed of it
over 80 feet thick and a very long
and wide stretch of ground all on
a surface. Please let me
or find me soon and oblige

Respectfully Yours

Geo. A. Shepard
Bethel Conn

2-5

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF
W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. LOCK BOX,

Philadelphia, June 12th. 1889.

Laboratory of Thos. A. Edison

Orange N.J.

Gentlemen:

Would you kindly advise ^{me} if samples of ore, R/L of which
was sent you on the 5th. inst. have been received, for if not we
will send ^{out} ~~you~~ a tracer. Our principals in this matter are anxious
to hear the results of your separation and also to receive esti-
-mates on cost of plant as per ours of the 10th. ult. They are ne-
-gotiating with other people and we are afraid that if we are unable
to place some data before them soon they may make other arrange-
-ments. Awaiting your reply we remain.

Yours Very Truly.

W. H. Walbaum & Co

0-3
GEO. A. SHEPARD,
HATTER'S EXHIBITS.
FACTORY.
WESTPORT, CONN.

OFFICE OF
GEO. A. SHEPARD & SON,
—MANUFACTURERS OF—

GEO. F. SHEPARD,
SALESROOM AND
OFFICE,
BETHEL, CONN.

HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-CONFORMING HAT WIRES.

Bethel, Conn., June 17th 1889

Mr Thomas A Edison
Dear Sir

[Handwritten signature]
June 20/89

Since I wrote you
and forwarded the sample of Natural
Paraffin. I have learned that that
which I sent you was a very poor sample
that it is by far richer in Paraffin,
and when first taken out is very soft and
candle like chem. I am also informed
that the new part is almost imper-
ishable in a very strong heat. Hence
it not to a good thing to be used
in the make up of Carbons for the
electric light. I have subjected it to
a strong heat and it did not di-
minish in size or weight at all.
I have sent for a larger and
better sample and hope to hear from
it very soon. This lies in between
two hills and is many hundred feet

GEO. A. SHEPARD.
HATTER'S KNIVERS.
—
FACTORY,
WESTPORT, CONN.

OFFICE OF
GEO. A. SHEPARD & SON,
—MANUFACTURERS OF—

GEO. A. SHEPARD.
SALESROOM AND
OFFICE,
BETHUEL, CONN.

HATTER'S GOODS, COVERED REEDS, LEATHERS AND SELF-CONFORMING HAT WIRES.

Bethuel, Conn., 18
long and wide and is over 80
feet thick. as you see there must
be a very large amount of it.
I shall be pleased to hear from you
at your earliest convenience and if
you think that nothing of your attention
will call and see you.

Respectfully yours
Geo A Shepard
Bethel
Conn

There is no iron in the
sample - ~~it is iron~~ the white part
is simply a hydrate of Oxide of I think
Alumina & the Red is the same colored
red by Oxide of Iron - If the white
part could be got free of iron perhaps a
market could be worked up

There is a price
of 600

0-3

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF

W. H. WALBAUM & CO.,
206 South Fourth Street,

P. O. LOCK BOX.

Philadelphia, June 21st. 1889

The Laboratory of Thomas Edison.

Orange

Dear Sir:

Your letter of 20th. inst. and 4 boxes of concentrates received and did you not omit to send some further information to the quality of ore before and after concentration, as we should like to write fully to our people as to the efficiency of the Concentrator and until we have some data comparing the ore as received and the concentrates they will not understand whether it would ~~help~~ ^{help} them or not.

Will you kindly give us full information on this subject as soon as possible so that we can completely put the subject before our parties, and show them the advantage of having a concentrator erected on their property.

Yours Very Truly.

W. H. Walbaum

over

please state
what you are

desires of
Kiering amount

Black Edison Lignoslate

IT WILL BE THE LATEST OF THE DISCLOSURE

ON THE 10th OF THE 10th OF THE 10th OF THE 10th

THE 10th OF THE 10th OF THE 10th OF THE 10th

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10

623

Cable address, "Walbaum," Philadelphia.

General Merchandise Brokers,
METALS,
IRON ORES,
RAILROAD SUPPLIES,
Specialties.

OFFICE OF

W. H. WALBAUM & CO.,

206 South Fourth Street,

P. O. LOCK BOX.

Laboratory of Thos. A. Edison

Orange N.J.

Gentlemen:

Your esteemed favor of the 24th. inst. came duly to hand and in reply we respectfully refer you to our letter of the 10th. ult. which covers largely the information we wish. We would also ask for samples of the ore you have recently tested, that is samples 1st. of the Crude Ore before treatment, 2nd., concentrates from separation and 3rd. tailings from separation in order that our principals can obtain sufficient knowledge of the benefit they will derive in treatment of their ore by your method to justify them in the erection of a plant at their mines. As you can see by the date of our first letter to you on this subject there has already been considerable delay in obtaining the information we desire and we would be greatly obliged to you if now after testing the ore in accordance with your letter of the 11th. ult. you would put us in a position to communicate with our principals at your earliest possible convenience. We would also like to know the proportional amount of each product of separation that is in one hundred parts of crude ore what percentage of concentrates and tailings will be obtained. Awaiting your reply we remain,

Yours Very Truly,

W. H. Walbaum & Co.

fully attended to July 15th sample sent
W. H. Walbaum

[ATTACHMENT]

Mr. Gata -

Y. M. W. Walbaum & Co.
206. South 4th St.
Phila.

Jan 25th 1881

shall send you
desired information &
test as soon as
done - which will
be in ~~3 days or so~~
~~two or 3 days~~ -

3

[ATTACHMENT]

to Mr. W. Welbaum 900 July 1/89

We send you by today's
mail samples ~~the~~ require
the separator at the rate
of ~~two~~ ^{one} per day

| name | original
parts | converted
parts | units
per
day |
|--------|-------------------|--------------------|---------------------|
| Soft 2 | 46 | 33 | 13 |
| Soft 4 | 46 | 14 | 32 |
| Hard 2 | 42 | 34 | 8 |
| Stunt | 40 | 24 | 16 |

W. Welbaum

Noted

Mills Building,

New York,

July 17, 1889.

Dear Mr. Edison:

After you have finished
with the Spotted Horse Mining
paper, will you kindly return
them, and oblige.

Yours truly,
H. Villard.

Papers returned Aug 2/89

Send Sample
if ore just as it
comes from the mine
no pickings
July 18, 1889

Mr. Thos. A. Edison

Dear Sir: Aus. July, 24/89.

In our Manganese works we
lose considerable fine ore that
runs thro. the jigs. This waste or
tailings are mixed with Siliceous
slate &c.

In fact all of our fine ore is
quite badly mixed and if we could separate
or clean nicely would no doubt save
25% of manganese of good grade.

Can a separation & separation
of this material be made; if so at
about what cost pr. ton;

Would you make a test if samples
are furnished and ^{name} charges for so
doing

Respectfully Yours
J. W. Bradley

SUBJECT

Say I cant do anything with it.
L. D. Robertson,
Edison Attorney at Law,
Sanbury, Pa., July 28th, 1889.

Dr. Thomas A. Edison.
Orange, N.J.
Dear Sir:-

Ans. Aug. 2 / 89.

I am interested with others in a vein of material which has assayed as follows:-

| | | |
|---------------|--------|--------|
| Silica. | 35.83% | |
| Ferric Oxide. | 38.83% | |
| Phos acid. | 17.62% | 99.45% |
| Alluminum. | 7.84% | |

Several of the samples have assayed as high as 20% phos acid, and is therefore valuable as a fertilizer, if the ferric oxide or oxide of iron can be eliminated from the phosphoric acid.

This rock has baffled several chemists to treat it with acids and one of them suggested calcination process in order to render the phos acid more soluble and to rid it of the excess of ferric oxide. Some of the samples assayed about 20% ferric oxide, which the chemists say is too strong in iron and injurious to vegetation.

It has occurred to me that your late electrical invention for separating iron ore from dirt, if tried on this rock would separate the iron from the other component part. If so, I would purchase a machine at once. Will you give it a trial if I send you some of the rock, at your convenience, or forward to proper parties for trial. Please let me hear from you on the subject, and oblige.

Yours truly,

Geo. N. Hoff

605



UPON THE SUSQUEHANNA.

NEFF HOUSE,

Aughinbaugh & Co., Props'rs.

OPPOSITE COURT HOUSE, AND CENTRALLY LOCATED BETWEEN THE P. & H. R. R. & PENN'a R. R. DEPOTS.

Sunbury, Pa., Aug. 3rd 1889

A. O. Felt. Esq.

Orange, N. J.

Dear Sir,

Your kind favor of 2nd inst. received in relation to phosphoric rock and contents noted. As suggested by Mr. Edison in your letter, I have to day sent you several samples of the rock for examination and have mailed it as per your request. I am to identify it as per your suggestion. If upon examination you find that your test separates the oxide of iron from the phosphoric acid and other phosphorus parts, please let me hear from you on the subject at once, giving price of Yours

Electric machine, terms and the amount
of royalty if any on this electrical
invention, I would be very much obliged
to you if you would give this
matter prompt attention as I may be
obliged to leave here for some time
about the 15th inst.

Yours truly
J. H. Hoff.

GROSVENOR Bros.

HERKIMER, N. Y.

Thos. A. Edison, Esq.
Menlo Park, N. J.

Dear Sir:

With enclosed letter I send you specimen of pure Diatomaceous earth, which perhaps you may know some use for, in the way of insulation for electricity, or heat. I know of a very large deposit of this earth, and most of it in a purer state than this specimen: it is found in the bottom of a lake and averages about 15 to 20 feet in thickness. Please advise, if not too much trouble if anything can be done with it, for your benefit as well as mine.

Yours respectfully,
Thos. V. Grosvenor.

Thank him
I say we have
tried fuller & other
but I don't
know if it will
succeed in
using them

FILE



Nov. 30th, 1889

Mr. Thos. A. Edison,
Orange, N.J.

Akron, Ohio
Paul Samples

ans. Dec. 9/89

Dear Mr. Edison:- I have made a pretty full investigation of the oolitic ores and find that the so-called lime stone ore of Southern Ohio has this peculiarity; that in one part of a hill they get ore such as we inspected when at the factory which is oolitic in character and in other places in the same hill it changes into that of the irons such as we had there. That is, the same vein changes from the oolitic to the other ores. I have not been able to find any other beds in Southern Ohio. Have also made considerable inquiry in Tennessee and have got quite a number of specimens from that Southern iron region and find nothing that is oolitic but a number of the specimens seem to have so oxidized as to have the pink color and some a beautiful yellow. Do you care to have the samples? Can forward them if desired.

Yours resp'y,

Paul Samples

res
S. G. REED
Abington Building.

Portland, Oregon, Dec. 2, 1899

6 re
Thos. A. Edison, Esq.,
Orange, N. J.

Ans. Dec 10/99

Dear Sir:-

At the request of our mutual friend Mr. Villard I ship you samples of our Oswego ore, namely, one cask marked "fine ore" and two barrels marked "coarse ore"; both also marked "from O. I. & S. Co.", as per enclosed receipts from the Northern Pacific Express Co.

Will you kindly advise Mr. Villard of their receipt, and ask him what disposition he wishes made of them?

Yours truly,

S. G. Reed

Don.

Mr. Randolph
Mr. Edison says
please immediately
telephone to Sir
Beckelsvick for
a Brel of his etc

Telephone to
Livor & conference
Dec 7/89

Dunson

Send right up please



James M. Everhart,

MANUFACTURER OF

Best Work for Water, Gas and Steam.

EXHAUST STEAM INJECTORS—TIME, SPEED AND QUANTITY RECORDERS.



Seranton, Pa., Dec 17th 1887

Thomas Edison Esq

Orange N.J.

Dear Sir - Some month ago
We sent you some respecting
Piller "Ae" for Santa Lucia M. Co
Kendrews - 3 different kinds of about
100. Bt Each - Which you thought
could be heated by your process
of Exhausting steam from the one
Please advise what progress
you are making and oblige
Jas. M. Everhart. President

Mr. Edison says he does not wish
to go into this branch of work just
now -

025

Call Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject: _____ Charge, N.Y. Dec. 27-89

New Mag. Ore Separator
Exp. on Mallory Ore
- Comparative Test -

| | Capacity -
Crude
per hour. | Concent.
per hour. | Grade
% Iron
ore. | -Con-
% Iron
average | Tails.
% Iron
average | Tan
% Iron
average | Ball
Speed |
|---|----------------------------------|-----------------------|-------------------------|----------------------------|-----------------------------|--------------------------|---------------|
| | 1130 | 730 | 48 | 71.67 | 3.25 | 4.87 | 360 |
| | 1940 | 1215 | " | 70.56 | 8.02 | " | " |
| | 1680 | 1246 | 50 | 71.31 | 3.98 | " | " |
| | 2400 | 1694 | " | 70.03 | 6.81 | " | 420 |
| <p>ground to analysis
to 100 mesh which
will explain the low
figure (see by ore)</p> <p> $\left\{ \begin{array}{l} 10^{\circ} \text{ regular run} = 67.83 \\ 2^{\circ} \text{ " " " " } = 67.69 \\ 3^{\circ} \text{ " " " " } = 67.83 \end{array} \right\}$ </p> <p>Conclusion
no improvement by running
this 2nd at 53° time with 71.20
a finer mesh necessary</p> | | | | | | | |

N.B. The above 4 exp^s were made with 20 mesh ore - Sh^d 50 mesh
we used results w^d be 10% better - Running the ore over and
over 3 times made no practical difference showing necessity
of grinding finer or sieving to 50 mesh.

023

LC

Miss. Jan. 6/1898
2 " 14 " 1898

St Louis Mo Dec. 31, 89

Thomson Edison Esq

Dear Sir

Yours of 23d at hand, and notice I send you by mail to day a fair sample of the ore we wish to treat, the time & labor are so great the same specific gravity - that we find it does not separate by concentration, which we glad to hear from you that the treatment of it. Very truly

W. T. Chestnut.

820 Chestnut St

St. Louis

Mo

Take out
20 lb of ore
& separate

sample
sent Jan 14/90
separated by ore
process - more analysis
if not to this effect
Satisfied with
report & method

TAE

Tate = says that man

South Copper mine,

that it is possible

to abate the

Copper & Silver

but must know

the condition of

the mine

^{Dixon}
A. H. Horsey, Summitville, Mo.

Telegraph to above on arrival of this letter.

Horsey on Selling Cu Ore:

" 7 to 8 % Cu ~~at~~ ^{as} low as
10% - ~~the ore is~~ ^{the native Cu.}
Surrel has ~~been~~ ^{been} ~~to~~ ^{to} 800 feet

This matter ~~he~~ ^{he} reports to be
be ~~very~~ ^{very} ~~secret~~ - &
that ~~Col.~~ ^{Col.} ~~Keit~~ ^{Keit} to be kept
in ~~ignorance~~ ^{ignorance} of the ~~pro-~~
ceedings.

The ~~mines~~ ^{mines} indicate a
value of \$200,000, and

Horsey speaks of the Westinghouse
others buying their own Cu.
min. - & suggests your doing
the same -
Stickney

Mr. Edm. Fair
not want to
spend time
in going
over house
and about
so anything
and will

TAK

Will lease all minerals on
property for 20 years. and
agree to pay twenty cents
per ton of ore shipped from
farm - put up ~~scales~~ scales
on farm will agree to use
Sulphurous ore if not more
than 3 percent of pyrites in
ton and also agree to use
ore running as low as 30
percent iron - guarantee
\$200 per year payable twice
a year whether take any
ore out or not & if fail to
pay after two months notice
lease will be void -

TAF

2000 lbs matt.

27 Cop 16 Ni.

540 lbs Copper at $7\frac{1}{2}$ c 40.50
 320 lbs Nickel at 19c = 60.80
101.30

Freight to Trenton.

2240-

19 Cu $7\frac{1}{2}$ Cu
~~for the Copper~~

606 lbs Cop. 45.45-

358 lbs Nickel. 68.02
113.47

2240 lbs.

$7\frac{1}{2}$ Cu 16 Ni for 27 Cu + 16 Ni

$\$102.73$
110

FOB, Trenton

27 Cu $7\frac{1}{2}$

16 Nic 16-

18 ni 16

18 ni 16

19 ni 16.5-

20 ni 16.5-

21 ni 16.5-

22 ni 17

23 ni 17

24 ni 17

25 " 17

26 " 17

27 " 17

28 " 17

29 " 17

30 $17\frac{1}{2}$ Cu 27 $7\frac{1}{2}$

upto any amount,

Cu 26 $7\frac{1}{2}$ Cu 25 $7\frac{1}{2}$ Cu 24 $7\frac{1}{2}$ 21 $7\frac{1}{2}$

20 7.9

19 7 2

18 7

17 7

Ni. 16 16

15 16

14 16

13 $15\frac{1}{2}$ 12 $15\frac{1}{2}$

11 14

10 12

1889. Patents (D-89-54)

This folder contains correspondence to and from Edison's patent attorneys and agents, along with other letters relating to domestic and foreign patent applications, patent litigation, and other patent matters. Included are letters pertaining to patents for the electric lamp, the dynamo, the phonograph, and ore milling machinery. There are also letters concerning lamp patent litigation in the United States, Canada, and Great Britain. Among the correspondents are Richard N. Dyer, George E. Gouraud, Lemuel W. Serrell, Sherburne B. Eaton, and Grosvenor P. Lowrey.

Approximately 90 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; duplicate copies of selected documents.

Engle, L.

Ans. 5/2/89

• TELEGRAMS AND CABLES,
• PHONOGRAPH, LONDON.

TELEPHONE,
No. 1974.

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue, S.W.
LONDON.

5th January 89.

I. & C. Edison Esq
Orange.

2 1 2 58

Dear Sir

Phono Case 84 (England)

This case was accepted on the 14th September 88. in the ordinary course. would be sealed in 3 months therefrom. meanwhile, the law gives the right to third parties to oppose. Notice of opposition has been filed by the London Stereoscopic Co., their grounds being set forth in the enclosed. Separate opposition has also been filed by one Kennard the grounds of opposition being set forth ^{also} in the enclosed. These are practically one & the same parties, Kennard being one of the parties to the

(7-1)

to the original License to the Stereoscopic Co
it being in the names of the late G.
Snow Vantage & the said Kennard. From
these oppositions it is evident that their
former claim which I repudiated, was
simply a "try on" as I always thought
was the case, as it is now obvious
from this move that they do not con-
sider they have any rights under the
license or they would not try to prevent
improvement of their own property.

My patent Agent advises me that in
his opinion this opposition is rather
advantageous than otherwise to the patent,
as he does not think the opposition
will be successful & that a patent
issued after such an opposition, is
less likely to be infringed or attacked
by others. The opponents have already
asked me for an extension of time
which I have granted them, being
assured that they would get it if
I didn't, as is invariably the case, &
refusing would only involve expenses

J. A. B.
"TELEGRAMS AND CABLES."
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 1564.

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue, S.W.
LONDON.

(3)
that by promptly assenting to the
extension of time for their convenience
coupled with the statement that we
were only too glad to give them every
opportunity... as we preferred the patent
when issued, should be issued with
all the advantages of a defeated opposition,
they will probably be less likely to
proceed than if we had refused the
extension & had it granted in spite
of us.

Kindly inform me whether you
wish such communications as this
in the future, to be addressed to you
or to Messrs Dyer & Selig for your
account.

Faithfully yours
G. C. Gouraud.
H. L. Y.

Plans - Advice
RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, January 8th 1889

A. O. Tate Esq.

Orange,

N. J.

Dear Sir:

We have carefully considered the Mexican patent question as stated in your letter of December 31st, 1888 and the letters enclosed therewith. You speak of our writing to Mr. Mendez, but we do not see what there is for us to write him at present. It appears from his letter that two patents have been granted in Mexico, both of which are withheld until a payment of \$150 is made in each case. These patents we assume bear the date of the decree, September 29th, 1888. You seem to have received a copy of only one decree but Mendez's letter refers to two, so there was probably one issued for each patent. No doubt one patent covers Set 84 and the other Set 85, since it appears from Gouraud's letter and from the list of patents which he has sent us that he only forwarded these two sets to Mexico.

With regard to Case 84 both United States patents covered by this set have been issued, and were issued before September 29th, 1888, the date of the Mexican patent, so that this patent can be proceeded with without affecting any patents here. As to Set 85, two United States Patents have been issued, both before the

A.O.T.2.

Mexican patent and these patents are therefore not affected by the Mexican patent, - but there are still four applications pending in the United States Patent Office which are covered by this set and if the Mexican patents for ten years under this set is proceeded with the patents which may be issued on these applications will be limited to the term of the Mexican patent. The applications relate to methods of making phonogram blanks. Two of them are those which were in interference with Taintor on which priority of invention was decided against Mr. Edison and they are therefore of no value. Another relates to a method of making cylindrical blanks by forming such blanks with an opening on one side and subsequently closing such opening by filling it with melted wax. The fourth relates to making phonogram blanks by first molding the cylinder and then cutting them internally and externally to make true surfaces. This application has been rather badly rejected in the Patent Office on the ground of lack of invention and we do not know that it is of much consequence. We think you should ask Mr. Edison whether he considers it will be any great loss if the patents, which may sometime be issued on these two applications, should be limited to ten years, and if he thinks they are of small consequence there is no reason why the Mexican patent in Case 85 should not go on also.

It appears that in these matters the Mexican Government has dispensed with the requirement of certified copies of prior patents in other countries so there will be nothing to do

A.O.T.S.

apparently in order to have the patents issued except to send to Mendez the required amount of \$150 for each patent.

We think there should also be a third Mexican patent taken which will include all the United States Patents that have been issued up to the present time with the exception of those included in Sets 84 and 85. We have the certified copies of the United States patents necessary to do this and can forward them to Mendez if you wish us to do so, but before doing this the matter of cases 84 and 85 should be settled and you ought at once to get Mr. Edison's views on the matter as stated above and instruct Mendez accordingly.

We return the letters of Col. Gouraud and Mr. Mendez herewith.

Yours truly,

A handwritten signature in dark ink, appearing to read "John D. Searcy". The signature is fluid and cursive, with a large initial "J" and a long, sweeping underline.

Telegr. Patent.

Ans. 9/1/89.



TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" New York.

P.O. No. 300.
Mr. Wm. A. Edison
Dear Sir:

New York, Jan. 8th 1889.

In regard to the interference with Mr. Dickerson on Sextuplex Telegraphs, I succeeded in obtaining from the Patent Office an extension of the Prize for closing your testimony until the 14th inst. but the Office objects to granting any further time, therefore you have only this week to get in your evidence.

Mr. Buckingham called today to enquire when you would begin your testimony, and I explained to him that you had been West, but would return today or tomorrow, when I expected to hear from you.

Please let me know the day, hour, and place most convenient to you, also the name and address of the witnesses you will produce, so that I may serve the necessary formal notices.

Mr. Buckingham stated that the Western

Union Co. was desirous of having both parties to the case put in their testimony, so that the question of priority might be fully determined, and that if you had any bill of expenses in the matter to present the same to the W. Co. and it would be settled.

We will bring out a shorthand writer so as to occupy as little of your time as possible.

Yours truly
Jemuel H. Berrell
J. H. Berrell

2

In Writing Patents

LAW OFFICES OF
DYER & SEELY.

(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,

New York, Jan. 17th 1889.

Mr. A. C. Tate

Orange, N. J.

Dear Sir:

We enclose herewith Patents No. 377,578 issued Feb'y 7/88 and No. 396,356 issued Jan'y 15/89 both on Magnetic Separators. The last named of you will notice has been assigned to the ore milling Co.

Please acknowledge receipt.

Yours truly
Dyer & Seely

Patent

LAW OFFICES OF
DYER & SEELY.

(PATENT BUSINESS EXCLUSIVELY.)

ms. 22/1/89

40 Wall Street,

New York, Jan. 21 1889

My dear Tate

Will you kindly have Mr. Edison sign the inclosed affidavit and mail it back to us without fail tomorrow - Tuesday. Tell him it relates to the secondary battery invention I spoke to him about on Saturday which he remembered he had done by Stern at Menlo Park in the summer of 1882.

Yours truly

N. W. Seely

Patents
RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, January 21st 1889

A. O. Tate Esq.

Orange,

N. J.

Ans. 23/1/89

Dear Sir:

I arranged with Mr. Edison on Saturday to give some testimony at the laboratory on Wednesday, the 23rd inst., but I find that the other parties will not be able to go on until Thursday. Will you please ask Mr. Edison on Tuesday morning whether Thursday will suit him and telephone me immediately what he says, and I will be glad if you will also see that he bears it in mind and is ready to testify on Thursday.

Have you the address of Mr. Mendez at the City of Mexico? It seems to me hardly safe to send him a draft without his special address for there may be others of the same name in Mexico. If you have the address please telephone me this also.

Yours truly,

H. W. Seely

England

ack. 4/2/89

Jany. 22nd. 1889.

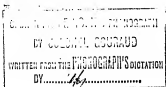
Dear Edison,

This letter will contain brief reference to two items of news, one bad and the other good. The first is that we have lost our action against the Gower Bell Company and have consequently to pay the costs which amount to £975.10.1, half of which I have paid and the other half of which Messrs Mackerell will draw upon you at 30 days. It remains for us to determine whether we shall accept this defeat. The decision is considered by our Counsel as being most arbitrary, unreasonable and unfair, as both sides of the case were really not heard and further pursuit of the matter will involve a new trial, as to appeal upon the case as it is, would be to appeal upon an incomplete case. I am very much dissatisfied with the result and have not yet made up my mind whether I would like to pursue the matter further or not. If I had nothing else to do, I should, but these litigations make such a terrible draft upon one's time, mental and physical powers that I am loth to deprive my pursuit of the more important business of the Phonograph as must necessarily result. I shall be glad to have your feelings upon this question and if you prefer to pursue it I will do so, coute qu'il coute, otherwise I shall let the matter stand over as we are not compelled to decide one way or the other for several months to come, and perhaps, we can do so then with more deliberation than we can at the present moment. So much for the bad news. It is the first time in my life I have ever been beaten in an action and I don't consider I have been beaten by reason of the fact that the case was not heard on both sides.

Now for the good news which more than compensates for the bad. The London Stereoscopic Company tried to bully me into recognising that they had some rights under their original license. I completely knocked them out with the result that they had entirely abandoned their absurd position as was evidenced in the most conclusive manner recently reported to you, of their having interposed objections to the issue of our new Phonograph Patent Case 84. They probably thought this would so frighten me that I would at once seek to compromise with them, but after the first shuffle of the cards they had to lead, and their lead was to apply to me for an extension of the time allowed by the law under which they were compelled to file particulars of their objection. Instead of refusing an extension of time, which was practically asking me to give them more time to do me an injury, I cheerfully consented to give them all the time they wanted and stated as my reason for doing so, that if they opposed the issue of the Patent they would have to develop all the weak points there were in our specification, and I would rather have all the weak points taken out before the Patent was issued than have the Patent with them -- the effect of this slap in the face was so successful that when the time of the extension that was so cheerfully accorded them, expired, instead of filing their objections they withdrew their opposition stating that "the reason for their coming to this decision is that they are advised by experts that your claims do not comprise anything material to the manufacture of Phonographs". This may be taken as finishing the

the Stereoscopic episode. The last thing I heard before the decision arrived at, was from Kennard, the surviving partner of Nottage, the original licensees, an elderly and very rich man who, sent me word that he would spend every farthing of his fortune, and if he died before he had done that, leave his executors instructions to proceed until the issue of our Patents were prevented. I have not heard how he is since he got my last message which produced his withdrawal of the opposition.

Very sincerely yours,
G.E.Gouraud.



Hy

Patents

THE KIERNAN NEWS COMPANY

No 18

6 BROAD STREET

JAN. 22

Special Washington.—The deciding case involving incandescent electric light patents was rendered in the U. S.

Supreme Court in favor of Edison, thus assuring to the Edison Co. a monopoly of incandescent lighting in the United

States.

*Thank you for the great pleasure in
transmitting the foregoing. Very truly
congratulate you. Yours truly
The Kiernan News Company*

London bought L. S.; speculators sold. H. P. Gold-

schidt bought 3,600 Atchison, supposed to be for foreign ac-

count. General list dull and steady.

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. Errors can be avoided again only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of telegraphed messages, beyond the amount of such paid charges, nor in any case where the claim is not presented in writing within sixty days after sending the message.

THIS IS AN UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | CHECK |
|---|---------|----------|-------|
| 8 | U | as | Spaid |
| Received at <u>ORANGE, N.J.</u> <u>1012</u> <u>Jan 22 1889</u> | | | |
| Dated <u>Brookline Mass 22</u> | | | |
| To <u>J. A. Edison, Orange N.J.</u> | | | |
| <p>I congratulate you on the
fifteen years decision</p> <p>W. W. Swan</p> | | | |

England
RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, Jan. 26th 1889

A. O. Tate Esq .

Orange,

N.J.

Dear Sir:-

*Ans
Jan 26/89*

Referring to your letter of the 15th inst. with which you sent copy of letter from Col. Gouraud stating that all the Portuguese patents had been issued for fifteen years, we do not see that such letter calls for any other answer than a simple acknowledgment. If Gouraud's statement is correct, the United States patent which we supposed was seriously affected by the Portuguese patent under Set 84 is not limited by such Portuguese patent. This matter is however cleared up by the recent decision of the Supreme Court in the Bate case. Under that decision if the Portuguese patents had been issued for five years with the privilege of extension of fifteen years, they would only limit the United States patent to fifteen years provided the extensions were obtained in due time.

We have carefully read Col. Gouraud's letter of January 5th enclosed with yours of the 4th. You will remember that as to Mexico we have already concluded that it would do no serious harm to have the two Mexican patents issued. The decision in the Bate case will permit some change in your instructions to Col. Gouraud with reference to Portugal, Austria, Turkey, Italy and Argentine Republic, these being the countries in which patents are granted.

A.G.T.2

for varied terms up to fifteen years with the privilege of extension to fifteen years. Under the new construction of the Law there is no reason why Gouraud should not take patents in these countries, paying the fees for the short terms only, provided there is no doubt that they would be maintained by the payment of the subsequent fees, - so we think you can tell Col. Gouraud that in the countries mentioned he need not now pay the fees for the whole term or wait until the United States patents are issued, and that he may accept the refundment of fourteen years fees on the Austrian patents in cases 86 and 87, which he says the Austrian government will make. We have ourselves at various times fully explained to Col. Gouraud the reason why he has been obliged to pay the whole 15 years in these countries and we supposed that he understood that. It is however unnecessary to discuss this subject any further in view of the State decision.

We are writing Mexico 20 day to complete the Mexican patents.

Yours truly,

A handwritten signature in dark ink, appearing to be 'J. B. ...', with a long horizontal flourish extending to the right.

Telephone

TELEPHONE NO 1688.

Thomas Alva Edison Esq.

Oct. 17/2/89

21, Cannon Street,

London E.C. 4th

E

Dear Sir,

We are requested by Col.

L. C. Howard to draw on you for the sum of £ 474. 5. 6, one half of the costs of the Plaintiff's Affidavits which are payable by him in connection with the action he brought against the Edison Swan Bell Telephone Company and the Consolidated Telephone Company in respect of which we were favoured with your letter of the 14th October 1889 in which you requested us to join you as a party to the action.

Will you kindly accept the enclosed bill and return it to us.

Yours faithfully

Mackell Maton Godlee

Legal

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

New York Jan. 28th. 1889

6 Dec. 1888

T.A. Edison Esq.,
Dear Sir:

Re Entz contract. By request of Mr. Insull, I have prepared duplicate copies of the contract with Mr. Entz, which please find enclosed, whereby you agree to pay him a royalty for manufactures under his two dynamo patents, when granted. Please have both your signature and his witnessed by two witnesses. Then in the event of your desiring to record the contract at the Patent Office, there may be two witnesses of record. Also fill in the omitted date in the second recital, if you know what the date is, but if not, it is not vital.

If after Mr. Insull sees Mr. Entz, any changes are desired in this contract, please let me know, and I will give the same immediate attention.

Awaiting your further favors, I remain,

Very truly yours,

S. B. Eaton

RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK January 31st 1889

My Dear Mr. Edison:

The Board of Examiners in Chief insist on our arguing the three phonograph cases which have been appealed to them, on the 7th. You will recollect that Mr. Seely spoke to you about having a complete phonograph and a capable man to work it, sent to Washington for use at the argument. I hope that you will be able to do this, since I attach a great deal of importance to it, in the argument of the case. As I have frequently told you, my theory of these matters is to interest the tribunal. One or two good musical cylinders and a couple of cylinders which can be turned off and talked on to, would be about the right thing. The man could go down on the night train, Wednesday, the 6th, and meet me in the morning at 9 o'clock at the Office of George W. Dyer, 1003 F Street.

Yours very truly,

Rich. N. Dyer.

To: Thomas A. Edison Esq.

Orange,

N.J.

20/10/14

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

A. O. Tate Esq.

Orange,

N. J.

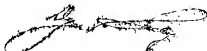
NEW YORK, *Feb 25/14* 188 3

Dear Sir;

We have read the letter to Col. Gouraud enclosed with your letter of January 30th 1889 and think it meets the requirements of the situation; and we have forwarded it to Col. Gouraud as you requested.

Referring to your letter of the 1st inst. enclosing Col. Gouraud's letter relating to oppositions to the English patent under Case 84, we do not see that there is anything for us to do in this matter, unless Col. Gouraud wishes us to furnish arguments in defense of the applications and if he does I suppose he will let us know himself. We think it would be well for us to have copies of the English patents referred to in the notices of opposition and we will write to Col. Gouraud to have them sent us.

Yours truly,



FILED

To Thomas A. Edison Esq.

Orange,

N.J.

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY.)

My Dear Mr. Edison:

I enclose herewith a copy of a letter addressed by me to Mr. Johnson of even date herewith, in reference to the suit of the Consolidated Company against the McKeesport Company upon the fibrous carbon patent of Sawyer & Man, which will explain itself.

Yours very truly,

Wm. Dyer
Wm. Dyer, Jr., p.

New York, February 6th, 1889
12/2/89.

[ENCLOSURE]

Per. 1000, 1000
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, February 6th, 1889.-188

Edward H. Johnson, Esq.

President Edison Electric Light Co.

16 and 18 Broad Street,

City.

My Dear Mr. Johnson:

A matter has arisen within the last two days which contains the possibility of danger to the interests of the Light Company and hence I desire to call it to your attention, and to place myself and Mr. Griffin, who is associated with me in the matter, upon record. You will recollect that the Consolidated Electric Light Company after that company had passed into the control of the Westinghouse Company, brought a suit in Pittsburgh against the Mc.Keesport Company upon the fibrous carbon patent of Sawyer & Man. Unlike the New York suit no mention was made of the interference proceedings in the bill of complaint and when the complainant took its testimony it made out a simple prima facie case, that is, - put in one of our lamps and put an expert on the stand who swore that the lamp was an infringement of the patent. On the cross-examination of the expert Mr. Tomlinson made him admit that the publication in the Herald of December 21st, 1879 was a full anticipation of the invention and was earlier in date than the application for the patent.

[ENCLOSURE]

2

Mr. Tomlinson had one or more conversations with Mr. Thurston, who was retained in the matter, as to what his course should be. I find that Mr. Thurston's advice was also conveyed in a letter to Mr. Tomlinson dated May 28th, 1888 of which I enclose a copy. The advice was to put in no testimony except the proof of the Herald article and to rest there. Mr. Tomlinson I find did this, and in addition took the deposition of Prof. George F. Barker to the effect that the Herald article was a full description of the invention. The complainant then went on taking, what its counsel termed, testimony in reply, and on Monday last, after making out what we consider a very incomplete case, the counsel for the complainant notified us that they had closed their testimony in reply and then gave us notice that they would on Saturday next move the Court to fix a day for final hearing, thereby indicating to us that they would dispute our right to take any more testimony at all. We were then confronted with the condition of affairs that had been made for us by Mr. Tomlinson upon the advice of Mr. Thurston. Mr. Tomlinson had charge particularly of these fibrous carbon cases, and while he was taking the testimony and formulating the course of action in the Pittsburgh case I was at work upon the Trenton cases. I do not mean to say that had I been more intimately connected with the case at the time the course was formulated it would have occurred to me to dispute Mr. Thurston's advice since he is as

[ENCLOSURE]

8

eminent as anybody in the profession, but I refer to the fact that I had nothing to do actively with the case simply to show that I am in no way responsible for the policy pursued. I have for some days thought the position now taken by complainants counsel would be probably taken by them, and it has been a matter of very serious consideration by myself, and after Mr. Griffin came into the case, a matter of almost daily consultation between him, Mr. Rogers and myself. Mr. Seward whom we have consulted thinks that the course pursued under Mr. Thurston's advice was an unusual one and ^{one} fraught with danger to the defendant. Mr. Griffin has gone to Providence to see Mr. Thurston, and ^{on} Saturday we intend to ask the Court to set the matter over for a week so that we can prepare our own motion and make a full presentation of the case. There are several details of a technical character of which we can take advantage, and we feel that the Court in ^a matter of this importance would hardly shut out any material part of our case. It is a matter however entirely within the discretion of the Court and the Court can do anyone of several things:

1. Prevent us entirely from taking any more testimony;
2. Make us confine any further testimony to particular lines;
3. Let us take any testimony we want, but make us do it in a very short time; and

[ENCLOSURE]

4

4. Permit us to take any testimony we want and give us ample time to do it in.

The first and second positions would be very injurious to us; the third would be inconvenient but would not hurt our case materially, while the fourth would be everything we would want.

Mr. Edison has in the past asked me to keep him informed of any turn in affairs which might bring the fibrous carbon case to an early decision so that he could pursue experiments with a view of avoiding the patent. I saw him last night and explained the situation to him fully.

Yours very truly,

(signed)

Rich^d M. Dyar

Form No. 1. *paid 10/15***THE WESTERN UNION TELEGRAPH COMPANY.**

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted to by the sender of the following message. Errors can be guaranteed against only by repeating a message back to his sending station for correction, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of time paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|---------|---------|---------|
| 26 | Wi | ab | 6 paid. |

Received at **ORANGE, N. J.**

12/10

7/9 1889

Dated *Pittsburg Pa 9*To *Thos A Edison**Orangen J*

*Obtained one week to make
motion*

R. N. Dyer

Dearest

LAW OFFICE OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Dec. 15, 1889

Thos Edison Esq
Oran N J Nov. 19/189
Dearest Sir:

I am sorry to
prevent the possibilities
of our opponents
buying up a foreign
patent on the filament,
and by failing to pay
the tax improving and
patent laws. The light
Co has decided to advance
the taxes on any foreign
patent earlier than
the U.S. patent, so as
to extend the foreign
patent for the full
term. This we did
in the case of Edison

Dearest

LAW OFFICE OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, 188

The Paris Convention
to extend the taxes
year by year as they
would otherwise pay
them, and if they wanted
to drop the patent
we would take little
trouble ^{to get first in time from} ^{to get first in time from}
to get first in time from
the only outstanding
earlier foreign patent
not extended for its
full life (on the filament)
is the Belgian patent
dated Nov. 29th 1879.

The Paris Convention
not feel like obliging
the Light Co. and hence
I thought it better
that a cable should

3

LAW OFFICES OF
DYER & SEELY.
(ENTIRE BUSINESS EXCLUSIVE)

40 Wall Street,
New York, _____ 1888

go from you, say a 25th Nov.

"I pay full losses on
Belgian parcels covering
for amount set there
granted November
29, 1877 on my account
to be repaid yearly by
you. Answer"

If you will do this,
and send the bill for
the amount when
received from the
Paris Co to the Light
Co, the latter Co will
pay it, or if it becomes
necessary to do so
the money must be paid by
the Light Co will do so. ^{But it does}

LAW OFFICE OF
DYER & SEELY.

(PATENT BUSINESS EXCLUSIVELY)

Ans 19/89 40 Wall Street,
New York, Feb. 16, 1887

Mr. Thomas A. Edison
Dear Sir

Let it go

Your application filed
May 21, 1885, for the new
separating machine in
which electrical attraction
is employed to lift the
lighter particles against
the force of gravity, contain
claims on both the
method of operation
and the apparatus for
doing it. The Patent Office
requires a division on
that line. Do you wish
us to file a divisional
application or to let the
case stand for a while. It
is not improbable that the
practice in this respect may
be changed when a new Commission
comes in - from which is probable.

on milling - patents

LAW OFFICE OF
DYER & SEELY.

(PATENT BUSINESS EXCLUSIVELY)

40 Wall Street,
New York, Feb. 16, 1887

My dear Sir Ans. 27/2/89

Will you kindly have
these two powers of attorney
for Swedish & Norwegian
on-milling patent signed
by Mr. Edison with his
full name, and return
them to me.

I have heard from
Monday that he anticipates
no difficulty in getting
the two Mexican patents.

Yours truly
N.W. Lacy

Ed. L. Co.
NEW YORK

EDISON ELECTRIC LIGHT CO.

19 5 BROAD STREET,

New York, 7/18/89 188

My Mr Edison

The following Cablegram
rec'd today - 'Judgment Court
appeal unanimously reversed
Kays judgment thus restoring
Edison Lamp Patent giving us
absolute Monopoly Incandescent
Lighting England' -

The Pittsburg Court has
given us One month only in
which to take Evidence on
our own defence. This time
is so short that we fear our
Case will be imperfectly made
We have had a long session today
planning the campaign - we
shall follow the matter up
vigorously But it is absolutely
imperative that we be equipped
for an adverse decision - by
having a non-fibrous filament

New York, _____ 188

Would you mind coming over
 & meeting the Board tomorrow
 P.M. - (3.15) the regular monthly
 meeting & and telling them something
 that will either justify them or
 let them see the worst of the
 actual situation I have said to
 the Committee today that I have
 seen you in many situations
 of emergency like this & never
 yet knew you to be unequal
 to it. that I am sure - you can
 give us something to meet the
 case & in all human probability
 it will be an improvement
 upon the present as that is
 usually the case - Come over
 if you can or if not send me
 a note what to say on the subject
 Yours truly

Wm. H. Wood

England

WATERHOUSE, WINTERSOTHAM & HARRISON,
Solicitors.

TELEGRAPH, "CURRENCY LONDON"

TELEPHONE NY 2550.

i. NEW COURT,

CAREY STREET,

LINCOLN'S INN, W.C.

18 Feb 1889

My dear Sir

Edison v. Swan United

Electric Light Coy

Holland.

Referring to my letter
of the 14th Dec^r last I
have now the pleasure of
reporting that the Court
of Appeal has to day given
judgment in favor of the
validity of your Patent of

1879, overruling the decision
of Mr. Justice Kay in the
Court below. The 3 Judges
were unanimous & I do
not think we could well
have had stronger judgments.

You will probably hear by
Cablegram of the judgment
before this reaches you. In
any case please do not trouble
to acknowledge this letter, &

Believe me,

Yours very faithfully,
Thosae Waterhouse.

J. A. Edison Esq.,
Orange N. J.

U. S. America

29/01/87
Form No. 2.

CABLE MESSAGE. **THE WESTERN UNION TELEGRAPH COMPANY.**

ALL CABLE MESSAGES received for transmission must be written on the Message blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | RECEIVED BY | RECEIVED BY | NO. OF WORDS | FROM |
|--------|-------------|-------------|--------------|------------------------------|
| 29 | Sz. S. | 25 | London | forwarded 30 th m |

Received at.

To Edison

Orange N.J.

Feb 18. 1887

Confirmed 19/2/87.

Judgment court appeals ~~reversed~~
unanimously reversed Kays judgment
thus restoring your lamp patent
giving us absolute monopoly
incandescent lighting England
Edison

1887 cable 19/2/89
Flood Page London

~~Constitutional~~

~~Webster~~

after reading Webster's
speech I know we would get
it His intellect appears to me
is gigantic - Edison

Form No. 1.
Patented 5

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted to by the sender of the following messages.
Errors can be corrected only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or omissions in transmission or delivery of telegraphical messages, beyond the amount of cash paid thereon, nor in any case where the claim is not presented in writing within sixty days after making the message.
This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ROBERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|---------|---------|----------------------|
| 55 | 24 | 24 | 24 paid for 702 Hays |

Received at 7 720 1887

Dated New York, 20

To Thomas A Edison

Orange

I hear that you intend being in town
tomorrow where & where can I see you
important answer to St Stephen Hotel
eleventh street

R. N. Dyer

*all
Feb 27/89
Come any time*

LAW OFFICES OF EDWIN M. FOX

140 Nassau Street

New York Feb'y 20th 1889

T.A. Edison Esq;

ORANGE N.J.

Dear Mr Edison;

Some days ago a lawyer friend of mine, knowing that I was interested in the New York State Phonograph Company, called my attention to a rather curious feature in one of the Tainter patents which he had incidentally run across while engaged in a patent examination. My curiosity being aroused I sent for copies of all the Tainter and Bell phonographic patents, and made a somewhat careful examination of the same with the effect that I have made an extremely important legal discovery affecting your patent protection to the phonograph and the same should be thoroughly explained to you without delay. It will give me pleasure to call at your laboratory any afternoon this week that you may appoint and explain the same.

Sincerely Yours

Edwin M. Fox

P.S. Mr Connery writes me that he has news from the Government of Guatemala that you will be glad to hear.

E.M.F.

Patent

LAW OFFICES OF
DYER & SEELY.
(PATENT BUSINESS EXCLUSIVELY.)

40 Wall Street,
New York, Feb 27 1889

My dear Mr Edison

The bearer Mr
Driscoll has in hand
the procuring of copies
of publications for
use by the experts in
the fibrous carbon
suits. He finds it
necessary to make
use of your
library. Kindly
permit him to
do so.

Yours very truly
Rich^d A. Dyer.

To A. C. Tate Esq.

Orange N. J.

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY.)

My dear Sir

New York, March 2 1887

I sent you a statement yesterday, showing that Mr. Edison owes us personally \$1450.⁰⁰, and you have also an bill against the Edison Phosph Co. for \$295.³², which makes in all \$3646.³². I think it would be very desirable to reduce this amount, and if you would agree to do so by sending me a check for \$1500 or \$2000 in cash it would

To

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY.)

New York, March 2 1887

relieve me from a position of serious financial embarrassment. I trust you will see your way clear to accede to this modest request.

Yours very truly
N.W. Dyer

[ATTACHMENT]

Call Address
"Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Orange, N.J. March 4, 89. 188

R a n d o l p h, -

Make a check for Dyer & Seely for \$1450.80.

A. O. Tate.

M.

Is the
Gone

RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, March 4th, 1889

A. O. Tate Esq.

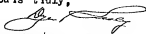
Orange,

N. J.

Dear Sir:-

Referring to your letter of February 25th and to Col. Gouraud's letter of Feb. 26th, we have to say that the working usually required for patents in the European countries is almost nominal and usually consists in having perhaps one of the patented machines made and operated and procuring a certificate to that effect. The details however differ in the different countries and we think it would be best and safest for Col. Gouraud as he suggests to get definite information from his agent in each country of what is required there, then if it is necessary for Mr. Edison to do any thing Col. Gouraud can notify him. We do not think that Col. Gouraud should rely upon Mr. Edison to attend to these matters without any further action on his part as he says because the times at which the working must be done would have to be noted and the working for each country taken care of in time, and it would be much easier for Gouraud to keep the run of these things and to notify you, than for you to attempt to do it here.

Yours truly,



[ENCLOSURE]

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

16th February 1889.

T. A. Edison Esq.,
Orange.

Dear Sir-

"The working of foreign patents".

As you are doubtless aware some of the countries require by their laws, that the patented apparatus shall within certain times, be manufactured in the country. Kindly inform me whether you are sufficiently informed as to what manufacturing is to be done so that we do not lose any patents by our default in this respect. If you are in possession of the necessary information, I presume without further action on my part, I can rely upon you to put me in possession of the necessary facilities ~~either~~ other than money for accomplishing this object. If you are in possession of the necessary information kindly so inform me and I will get it from the Agents in the various countries.

I have just received notice from Austria that we must commence to manufacture on case 84 in April next.

Faithfully yours,
G. E. Gouraud.

G. E. Gouraud

*ack
Feb 28/89*

or *Richard N. Dyer*
RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, March 11th, 1889

Ans. 20/3/89
Thomas A. Edison Esq.

Orange,

N. J.

Dear Sir:

*Give 1st claim
+ oolitic iron
L. N. and 7005
Leave out 7005
necessary*

Referring to your foreign ore milling patents, Set 89, the Patent Office of Norway has required the application to be divided into three divisions, one division to cover the first three claims of the present application, that is to say— to contain the construction of the hopper, the use of an air current on the falling material, the use of a bar magnet, the method of separating by depositing a particle of iron on the gold particle and then using the magnetic separator, and the method of treating hematite ores by heating the same to make them magnetic after pulverizing, and then separating by magnetic attraction.

The second application is to contain the method of treating sulphurets by nitric acid and nitrate of mercury, and the use of a centrifugal drier for saving the acid.

The third application is to be on the mechanical method of separating the crystals in oolitic iron ores.

The Norwegian Patent Office gives us only until March 19th, to act in this matter so we shall be glad of your in-

T. A. E. 2.

instructions immediately as to whether you wish to limit yourself to the subject of your first three claims as above stated or to file separate applications for both the other matters, or for one of them. We shall have to cable instructions to Paris in this matter so kindly reply at once.

The Patent Office of Germany has made the same requirement of division. Please instruct us also as to what is to be done with the German application. We have until April 5th in the German case so there is not so much haste about this.

Yours truly,

A handwritten signature in dark ink, appearing to be 'J. A. E.', written in a cursive style.

patents
RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, March 11th, 1889

A. O. Tate Esq.

Orange,

N. J.

Dear Sir:-

In reply to your letter of the 8th inst. we have to say that there is no appeal whatever from the decision of the Deputy Minister of Agriculture in the case of the Canadian lamp patent. Our counsel in Canada have made efforts to have the decision reviewed by the Minister of Justice or the Minister of Agriculture, but they have both declined to interfere with the decision of the Deputy Minister.

Yours truly,



Wm. H. Seely
March 11th
1889

1889-08-13
Patents.



HOTEL LAFAYETTE,

L. U. MALTBY.

PHILADELPHIA, *Mar 13* 1889

My dear Mr. Edison

*I am down here taking
Professor Baker's testimony
in the fibrous case on case
having finished with Professor
Bracker yesterday at Princeton.
Your testimony in the case,
which for the first time I
read on yesterday coming
down in the train, seems
to be all that could be
desired. After a careful*

reading apt. I do not see
how it could be improved.

I wish you would read the
inclosed letters from Seely
and Rogers received this
morning. You will see

that my devotion to the
cause of my client and
my complete burial in it
the work has been made the
opportunity to undermine

me. I take it from the
facts ^{stated} in the letters of Seely
and Rogers that Larocq is
in full charge. ~~That~~

~~the opinion~~ The copy of
the Canadian decision was
received after I left



HOTEL LAFAYETTE,

L. U. MALTRY.

PHILADELPHIA,

188

N.Y. I had intended
going over the thing
very carefully with Mr
Seward and getting him
to give us an opinion.
He is the man to do it because
he has had the experience of
the whole litigation on
the subject and he is on the
right side of the question.
He can also help us
in the case before Judge

Wallace. If the ball is
started rolling in the
right direction by Judge
Wallace, it will keep
on in that direction. That
is, other Circuit Judges
are liable to follow him.

I fully believe that ~~with~~
if we are able to assist
in the argument of the
first cases in the Circuit
Courts, the Canadian
decision will have
the sting taken out
of it.

Yours very truly,
Edw. Dyer.

[ENCLOSURE]

| | |
|--|---|
| <p>62.45</p> <p>To _____</p> <p>_____</p> <p>_____</p> | <p>FROM</p> <p>LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.
(PATENT BUSINESS EXCLUSIVELY)</p> |
|--|---|

My dear Dick

New York, March 12 1889

I am going to Wash. tonight to
appear some motions and look after
other matters. Shall return on the
Engel Limited tomorrow - Wednesday
afternoon.

Lauver & Spriggs are moving for
ten days more time in the Pittsburgh
case. Lauver, since he has been

[ENCLOSURE]

putting in three-fourths of his time
on the case. I was in Johnson's
office today when he received a
letter from Mr. Seward informing him
of the fact that a case is about
coming up before Judge Wallace
involving the point of expiration
of foreign patent by failure to
work, and recommending that the
Light Co. should keep going it. Johnson
at once sent the letter to Sawyer,
which was rather sloppy to Seward
I think. Sawyer is getting up an
opinion on the effect of the

To _____

FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY)

New York, _____ 188

careful decision for the Light Co.
Griffith who knows about the
case in this district says no one
can get at it except Seward
so they may get left by turning
it over to Sawyer.

Yours
J.W. Seely

[ENCLOSURE]

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, March 12th 1889

Richard N. Dyer Esq.
Hotel Lafayette,
Philadelphia,
Pa.

My Dear Mr. Dyer:

I arrived from Philadelphia this morning and have your telegram. Dr. Barker's cross examination was begun yesterday morning ^{at} nine o'clock and continued until eleven o'clock last night. On account of Dr. Barker's engagements at the college we were not able to proceed with his cross examination to day and it is kept open until his testimony in the fibrous carbon case is out of the way.

I hardly know what to say about having Prof. Brackett testify. I think your experience with him in the fibrous carbon case ought to determine the matter. Unless he is a very excellent witness he cannot in my judgment strengthen the case.

I have seen Mr. Griffin and he will write you about the fibrous carbon case.

A copy of the opinion in the Canadian case has been received. Mr. Johnson has sent for it to give it to Mr. Lowrey, who is to prepare an opinion as to its effect upon the United States

[ENCLOSURE]

R. N. D. 2.

patent. There is a case on the calendar in this District which will shortly come before Judge Wallace which will raise the question as to how far the term of an American patent is affected by such a decision as has just been made in the Edison case in Canada. Mr. Seward wrote Mr. Johnson advising him of it, and Mr. Johnson has also turned that letter over to Mr. Lowrey. Mr. Seely was at Mr. Johnson's office when the latter received this letter from Mr. Seward and Mr. Johnson then announced that he should send it at once to Mr. Lowrey for his consideration.

Yours very truly,

Eph W Rogers

Post-upt
RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, March 18th, 1899

Alfred O. Tate Esq.
Orange,
N. J.

Dear Sir:-

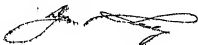
*ask
see our letter
to you dated
under date March 25th
MS*

We have your letter of the 18th inst. enclosing letters from Col. Gouraud. We see no objection to Col. Gouraud having the foreign applications prepared in England, we sending him copies of the specifications and drawings which we filed in the United States Patent Office. We think that if this plan is adopted the best way will be for us to send Col. Gouraud, whenever we file an application in the Patent Office, a copy of the specification and drawings, and in following such plan we ought now to send him copies of all applications which have been filed since the last foreign case was made up. In doing this however the question would arise whether all of these things should be included in foreign patents, and whether Mr. Edison or Col. Gouraud shall decide which are to be patented abroad, and which are unnecessary to patent. You had better see what Mr. Edison thinks about this and if he wishes the decision to remain in his hands let us know and we will bring to the laboratory a set of tracings in the applications in question so that he can select those to be sent abroad. We have been intending to

A.O.T.2.

make up a new foreign case as soon as we could find time to do so,
but now instead of doing this we will simply send the copies abroad
of all the cases or of such as Mr. Edison should designate.

Yours truly,

A handwritten signature in dark ink, appearing to be "J. P. Morgan" or similar, written in a cursive style.

[ENCLOSURE]

Photo - Log

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.
(2nd March, 1889.)

DEAR MR. TATE -

*ans
Wed 23/3/89*

I ENCLOSED YOU A LETTER FOR MESSRS DVERT & SEELY, TOGETHER
WITH THE POWER OF ATTORNEY READY FOR FILING, WHICH LETTER I WISH YOU WOULD
HAVE MR. EDISON READ, AND GIVE MESSRS DVERT & SEELY THE NECESSARY INSTRUCTIONS
TO CARRY OUT MY REQUEST, THE GOOD REASONS FOR WHICH HE WILL SET AS CLEARLY AS
I DO.

BY ADOPTING MY RECOMMENDATIONS I WILL SAVE TIME IN THE FILING
AND AN IMPORTANT SUM IN EXPENSES. MY EXPENSES HEREON ACCOUNT OF THESE PATENTS
ARE EXCEPTIONALLY HEAVY, AS BEFORE FILING THEM I HAVE NOT ONLY TO HAVE THEM RE-
PREPARED, TO ADDEND TO THE ENGLISH CUSTOM, BUT I AM SUBMITTING THE FINAL SPECIFICATION
FOR EXAMINATION TO FLETCHER MOUTON, Q.C., & SIR FREDERICK BRAMWELL, AND THE ADDI-
TIONAL EXPENSES INCURRED IN NEW YORK FOR MESSRS TOWNSEND & CO. CONSOLIDATING THE CLAIMS
IS OF NO ADVANTAGE, WHATEVER IS OF FAIR AS I CAN JUDGE. A SIMPLE COPY OF THE SPECI-
FICATION AND THE ACCOMPANYING DRAWINGS IS ALL THAT I SHALL REQUIRE, AND THESE
MIGHT, I THINK, BE FURNISHED TO ME AT A VERY SMALL COST. I SHALL REPLY UPON
YOUR KIND SUPPORT IN THIS REQUEST AS YOU CAN HAVE NO OBJECT IN MAKING MY EXPENSES
GREATER THAN THEY ARE - AND THEY ARE NECESSARILY VERY HEAVY IN CONSEQUENCE OF
THE LONG DELAY, OF WHICH I MARK YOU, I MAKE NO COMPLAINT. I THINK WHAT
YOU HAVE ACCOMPLISHED IN THE TIME YOU HAVE HAD IS SO IMPORTANT THAT I CHEERFULLY
ACCORD YOU ALL THE NECESSARY TIME FOR YOUR WORK WITHOUT COMPLAINT, WHATEVER MAY
BE THE CONSEQUENT EXPENSE UPON ME.

YOURS VERY TRULY
J. G. Brown

P.S.

IN ORDER NOT TO HURT MESSRS DVERT & SEELY'S FEELINGS YOU MAY, IF YOU
THINK BEST, GIVE THEM THE NECESSARY INSTRUCTIONS AND NOT FORWARD THEM THE LETTER.
I HOPE NEITHER YOU NOR THEY WILL UNDERSTAND ME AS MAKING ANY ADVERSE CRITICISM ON
THEIR WORK, UNLESS FOR THE PURPOSES OF THE AMERICAN PATENTS, I BELIEVE COULD NOT
PROBABLY BE IMPROVED UPON, BUT THERE ARE SO MANY ENTRICABLES IN THIS EUROPEAN PA-
TENT BUSINESS THAT I AM LED TO THE ABOVE CONCLUSIONS, WITHOUT THE WISDOM AND PRO-

*—privity of which I sincerely trust to have the cheerful assent of Messrs
Dvert & Seely, as well as yourself—*

Form No. 1

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. Errors can be corrected before only by stopping a message held in the printing machine for correction, and the company will not hold itself liable for errors or delays after sending the message. This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

WILLIAM T. ECKERT, General Manager.

JOSEPH WILSON, President.

| NUMBER | SENT BY | RECEIVED BY | DATE | TIME | PLACE |
|--------|----------|-------------|------|------|---------------|
| 17 | W. T. E. | W. T. E. | 9:13 | 13 | Orange, N. J. |

Received at: ORANGE, N. J.

Dated: New York 22

To: Thos. Edison

Orange

Will need microphotographs
Saturday morning at latest
my office

R. M. Dyer.

Robert

JOHN C. TOMLINSON,
COUNSELLOR AT LAW.

*Practical Building,
3 Broad Street,*

New York, April 1, 1889

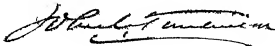
My dear Sir:--

I have received a letter from Mr Luchini in regard to his charges for services in the Edison suits, I have replied asking him to send his bills direct to the Edison Company, 16 Broad Street, New York City.

When in Florence, Mr Luchini was very anxious to have a photograph of Mr Edison with a statement upon it in Mr Edison's hand-writing, that it was presented to him.

I think the sending of such a photograph would be a courtesy to Mr Luchini, which considering his services to the Company, is one that would not be out of place. I suggest this to you for such action as you may think proper.

Very truly yours,



R. M. Dyer Esq.,

40 Wall Street, N.Y. City.

*Mr Dyer -
What of this?
Dyer.*

patent

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

H. W. SEELY.

NEW YORK, April 9, 1889

A. O. Tate Esq.

Orange,

N. J.

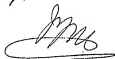
Dear Sir:-

We return the power of attorney for India sent you by Col. Gouraud. It seems to be in proper form and we know of no reason why Mr. Edison should not sign it as requested.

Yours truly,



*Power of atty referred to
above sent to Gouraud
April 19th 89.*



Profect

RICHARD H. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK.....April 10,.....1889

A.O. Tate Esq.

Orange,

N.J.

Dear Sir:-

Enclosed herewith we hand you the two assignments
from Mr. J. B. Ents to Mr. Rdison, which have been duly recorded
in the Patent Office.

The patent for the Unipolar machine has been issued
and was sent by us to the Machine Works.

Yours truly,

Wm. Seely

ack 12/4/89

Patents

GRADY VESPER F. LUTNEY
EDAT FRANKS STONE,
JOSEPH A. HUGHES,
RICHARD W. HESSLIEN,
LEONARD GUNDA
FRANCIS F. LUTNEY

Lowrey, Stone & Auerbach,

Attorneys & Counsellors at Law.

No. 75 Broad St. (Wells Building), New York.

April 25, 1899.

188'

T. A. Edison, Esq.

Orange, New Jersey.

Ans. May 9/99

My dear Edison:-

There was once a volume containing the testimony of witnesses before a Parliamentary Committee on the subject of electric lighting in your library, or in the Edison Company's possession. It is the one in which was recorded the testimony of Tyndal, which you have referred to in your evidence. If you have it please send it over to my office or to Mr. Dyer's.

I understand Pope is making use of it to a considerable extent in his last deposition.

Yours truly,

J. P. Lowrey

Patent

Law Offices

EATON & LEWIS

S. S. EATON,
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

Ans. ult., 6/88 New York May 2nd. 1887

T. A. Edison Esq.,
Dear Sir:

Re Contract with Justus B. Entz. Referring to my lengthy letter to you of the 16th. ult., and to a copy thereof sent by me to Schoenectady for Mr. Entz, please find enclosed a letter from Mr. Entz to me, just received, dated April 30, stating that he has attached to his copy of his contract with you, the copy which I sent him of my said letter to you of the 16th. ult.

I suggest that you attach the enclosed letter from Mr. Entz to the contract between you and him, as it properly constitutes a part of that instrument.

Very truly yours,

S. S. Eaton

Patents

Lowrey, Stone & Auerbach,

Attorneys & Counsellors at Law

No 15 Broad St. (Wells Building) New York

MAY 6th, 1888.

1888.

PROFESSOR F. LAMBERT,
CHAS. FRANCIS STONE,
JOSEPH A. HARRIS,
RICHARD W. STELLERSON,
LESLIE W. GILMAN,
FRANCIS F. WILLEY

Thos. A. Edison, Esq.,
Orange, N. J.

OKS Ans. May 2/88

My dear Mr. Edison:

Mr. Thurston of Providence arrived here yesterday evening and spent the day with me yesterday, and to-day. He is compelled to return to Providence to-night, but expects to be here again on Friday morning, and on Friday therefore, if all goes favorably, I will bring him to see you and also to the lamp factory to see the light experiments if they are to be shown there.

Since I have seen your water analogues, I have to a degree lost interest ~~comparatively~~ in the demonstration of the problem by the actual lights themselves.

If I understood you correctly, you also desired the water analogue a more favorable illustration; and in that case I think we may as well go upon the one and drop the other. Please however, communicate your views fully to Mr. Upson.

If you should think it desirable to carry on the two demonstrations and there should remain an opinion at the hearing that the case will be benefitted by having Mr. Dyer take charge of those

arrangements and the expenditure of them to the Court, I will arrange it so that they be done with the very least--perhaps none--of loss by arranging the chronological order with which I desire to see the case grow up before the Court.

Very truly yours,

James M. Loring

ROBERTSON P. LOWERY
JOHN FRANCIS STONE,
JOSEPH S. AUERBACH,
ROBERTSON & AUERBACH,
ATTORNEYS AT LAW,
FRANCIS & LOWERY.

Lowrey, Stone & Auerbach,
Attorneys & Counsellors at Law
No. 15 Broad St. (HILLS BUILDING) New York.

May 10th, 1890. 1890

My dear Edison:

Ack May 11 1890.

The enclosed telegram will explain. I telephoned you as early this morning as possible so as to save you any inconvenience. I have nothing further from Mr. Thurston and no letter has come. I have telegraphed him in the meantime to know when he will be here. I thought it very desirable that his easy eye should rest upon the proposed demonstration. He is in the way of knowing through his experience more about how such things affect those children who preside in courts than I am.

To-day I am trying to get a meeting between Wright, Dyer and Johnson, in which Dyer will give us the latest news from Pittsburg touching the chances of Bradley's sitting; Wright will see whether under all the circumstances he has any friend who could quite casually fall in with Judge Bradley and learn from him his plans before they are communicated to Judge McKim, and Johnson being concerned of the whole matter, would see that it is carried out. I find that the idea that Judge McKim may perhaps sit alone has less power to give rise to happy feelings in my mind than any other idea which I could mention.

The cold which you saw me laboring under on Sunday, got worse instead of better, and I am working at home under some disadvantages. I would rather go to Pittsburgh and argue this case with Bradley on the Bench even if we were there with one steeking off and one steeking on, than to argue it before Judge McKennon alone in full dress.

The Supreme Court rises and the Judges separate on Monday the 13th. If it has not already been written, from this hour on until Tuesday or Wednesday of next week, every hour is one in which Judge Bradley may make up his mind whether to go and when to go to California, and announce that to Judge McKennon. Perhaps his plans will be such as he would find it not difficult to change, if we could get at him in a suitable manner. I called upon him but at that early date, he probably had nothing more to tell me than what I have repeated to you, and I could not at that time impress upon him very much the extreme desire which possesses us that he should sit in this case.

Whether now it will be to-morrow or Monday, or some other day that I will go to the law factory I do not know, but I have communicated to Upton directly upon the subject, and I trouble you with these details now only that you may be kept ~~in the~~ with whatever is transpiring from now until the case is done.

For it is going to be worse!

Very truly yours,

E. P. L.

[ENCLOSURE]

Patent

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to be the reader of the following message. Errors due to incorrect spelling only by transcriber's message sent to the sending station for comparison, and the company will not hold itself liable for errors or omissions in transmission or delivery of Unrepresented Messages, beyond the amount of time paid thereon, nor in any case where the claim is not presented in writing within sixty days after the date of receipt of the message, and is delivered by request of the sender, under the conditions named above.

THOMAS M. ROCKWELL, General Manager. **MORRIS GREEN, President.**

| NUMBER | SENT BY | SENT AT | CHARGE |
|--------|---------|---------|--------|
| 1008 | K.H.G. | 19 | 5/9 |

Received at 1227 BROADWAY, cor. 30th Street, NEW YORK.

Date Boston 9 1889

To Hon. Grover C. P. Lawrence
121 Mad Ave
Circuit Judge, compelled to adjourn
early today, causing my case to
being to run over to tomorrow
have written P. D. Thurston

CABLE OFFICE. **IF THIS TELEGRAM HAS JUST BEEN RECEIVED AT 1227 BROADWAY.** **WHERE ANY REPLY SHOULD BE SENT.** **ALWAYS OPEN.**

Patents

122 Madison Avenue, New York

The following is a copy of telegram just received from
Mr. Dyer at Pittsburg:

Pittsburg, Pa. May 13, 1889:

G. F. LOWREY,

121 Madison Avenue.

Dalzell insisted that complainant's counsel
could not be ready for argument next week. Court decided to leave
setting of time to Judge Bradley.

Re Mr. Dyer.

Yours truly,

G. F. LOWREY.

OK

MAGNUS PFLAUM,
Attorney and Counselor at Law,
BARKWELL LAW BUILDING

Pittsburgh, Pa. May 15th 1889.

Grosvenor D. Conway Esq.
Att'y at Law
New York City

My dear Sir:

I have definite information, which I believe to be reliable, that the other side will be ready for next Monday. Further that the business of the Court is almost finished so that therefore if Justice Bradley comes here we can with certainty be reached on Monday.

Yours Respectfully
Magnus Pflaum

7ed. 104

Law Offices

EATON & LEWIS

S. S. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, May 17th., 1892.

T. A. Edison Esq.,
Dear Sir:

Re Patent Suit. at Pittsburg. I expect to reach P. on Sunday. Our headquarters will be at the Duquesne Hotel I will keep you informed as to our progress, and will telegraph you when we think it important for you to be present. I assume that you will not care to go to P. until the last moment. I will have a room ready for you, and will personally look after your comfort.

Very truly yours,


S. S. Eaton

P.S. The latest indications are that the trial may begin on Monday. If so, I may telegraph you on Monday to come to Pittsburg Monday night.

*Mr. Edison has seen
this
etc.*

Pittsburg

Dear Mr. Edison:

I leave for Pittsburg to-night, and will keep you fully advised by telegraph, so that you will not start until everything is quite ready for you.

The more I see of our case, the more I feel that it ought to be won on its merits.

I intended to go out to see you before leaving, but so many things have crowded in on me during the last two or three days, I have not been able to leave.

Very truly yours,

May 18, 1889.

S.B. Eaton per C.

No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted to be the sender of the following message. Errors may be charged against only if sending a message back to the sending office for correction, and the company will not be held liable for errors or delay in transmission or delivery of Unrepeated Messages, beyond the amount of time paid thereon, nor in any case where the claim is not presented in writing within sixty days after receipt of the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RE'D BY | CHARGE |
|--------------|---------|---------------|-----------------------------------|
| 38 | W. A. | 24 paid | charged 11 ¹⁰ Randolph |
| Received at: | 1248 | ORANGE, N. J. | May 20 1889 |

Dated Pittsburg Pa 20
To T. Edison
Chargen

Both sides ready but case put off to
be heard by Bradley tomorrow have sent cliff
from morning papers to Mrs Edison by mail
S. B. E.

No. 44. **NIGHT MESSAGE.**
THE WESTERN UNION TELEGRAPH COMPANY.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

Kenn Broadmax spoke then can garden
Curtis westmore came on limited
none of our people arrived
Broadly expected midnight train Jackson have Italy
vice open Broadmax vice which on office with farrence and

No. 44. **NIGHT MESSAGE.**
THE WESTERN UNION TELEGRAPH COMPANY.

THOS. T. ECKERT, General Manager

NORVIN GREEN, President

With more class local newspapers will print
fully
S. B. Eaton

Form No. 2.

Patents

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TELEGRAPHS and CABLES VEHICLES through only its facilities within its limits, which have been assigned to it by the holder of the following patents, and is not to be used by any other person for any other purpose, except as provided in the following conditions: In the event of any violation of the above conditions, the Company will not be bound to accept any message or to deliver any message, and will not be responsible for any loss or damage to the message or to the property of the sender or receiver.

This is an INTERPLAYED MESSAGE.

This is an INTERPLAYED MESSAGE, and is delivered by request of the sender, under the conditions stated above.

THOS. T. ECHERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | ORIGIN |
|--------|-----------|-------------|---------------|
| 19 | Mr. A. B. | 36 Randolph | 1135 Randolph |

Received at. ORANGE, N. J. 1124 May 21 1889

Dated Pittsburg, Pa.To J. A. Edison Orange N. J.Case begun before Bradley

J. McKenna Court limits hearing to three days
we all think you ought to be here
tomorrow if for only one day come on
six o'clock train tonight answer to Hotel Delugione
S. B. Eaton

RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

(Dictated)

NEW YORK, May 23rd, 188 9

A.O. Tate Esq.

Orange,

N.J.

Dear Sir:-

In reply to your letter of the 22nd inst. we would say that we have been trying to arrange the matter of the assignment of Mr. Edison's patents now held by Mr. Handford, and have seen Mr. Edison and Messrs. Drexel, Morgan & Co. at different times about it. We have not been able to complete the arrangement because we could not see Mr. Edison this week, but if possible we will see him to-morrow and then settle the matter with Drexel, Morgan & Co., and write Mr. Handford about it.

Yours truly,



Photo

RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, May 27 1889

My dear Father

Could you manage to let us
have about a thousand dollars
this week on the phonograph
acet which you have
and which I believe is
something like \$3000.00. I
haven't been able to make any
collections lately and we are
hard up. — Sincerely — H. W. Seely

Quadruplex

Albert G. Chandler.
President.

Postal Telegraph-Cable Company
Washington Building, No. 1 Broadway.

New York May 22th. 1889.

Friend Edison:-

Ans. May 31/89

I have the full record of the Patent Office in connection with the interference between yourself and Nicholson in the matter of the Quadruplex. I think it will clearly show to an Arbitration Committee, that you, and not Nicholson, are the inventor of that system of transmission, and I have arranged to settle the question, as between the Western Union Company and the Postal, by arbitration, instead of in the Courts.

Notwithstanding the record appears to me clearly in your favor, I would like to have a few minutes talk with you on the subject. I would also like very much to see your Laboratory. I therefore propose to go to Newell's Park to call on you about the middle of the afternoon next Saturday, June first. Will you please say by return mail whether or not this will be agreeable to you, and oblige,

Yours very truly,

A. G. Chandler

*ack. 57
56 m*

*ack'd 10.1.89
E. J. W. 728*

Eng. Edison & Edison.

*The Edison and Swan United Electric Light Company,
Limited*

TELEGRAPHIC ADDRESSES,
EDIRWAN, LONDON.
EDISWAN, PONDERS END.
TELEPHONE N° 3148.

100, Victoria Street.

London, S.W. 7TH JUNE, 1899.

June 19/99

T. A. EDISON ESQ.,
ORANGE,
NEW JERSEY, U. S. A.,

DEAR MR. EDISON,

I AM SURE THAT YOU WILL BE GLAD TO HEAR THAT IT HAS
BEEN SETTLED TODAY, THAT THE BRUSH COMPANY ARE NOT GOING TO THE HOUSE
OF LORDS WITH REFERENCE TO YOUR LAMP PATENT. I THINK WE MAY NOW FAIR-
-LY ^{hope} ~~say~~ THAT WE HAVE BIDOED THE LITIGATION ON THIS PATENT AND ALSO ON THE
CHEESBROUGH LAMP PATENT. IT DOES NOT SEEM TO ME PROBABLE THAT AFTER
THE VAST EXPENDITURE OF TIME, AND MONEY, AND THE VERY LARGE NUMBER OF
JUDGES WHO HAVE DECIDED IN OUR FAVOUR, THAT ANY ONE WILL HAVE THE RECK-
-LESS FOOLHARDINESS TO CONTEST THIS PATENT AGAIN IN ENGLAND. I CANNOT
HELP THINKING THAT THE TIME, MONEY, ENERGY AND ABILITY WHICH HAVE BEEN
EXERTEO TO BRING ABOUT THIS SATISFACTORY RESULT WILL HAVE A GOOD MORAL
EFFECT UPON YOUR PATENTS, BOTH IN THE UNITED STATES, AND ON THE CONTINENT
OF EUROPE. OF COURSE GERMANY IS AN EXCEPTION, INASMUCH AS YOUR GERMAN
PATENT HAS NOT GOT THE SECOND CLAIM OF THE ENGLISH PATENT ON WHICH
CLAIM WE HAVE MADE GOOD OUR VICTORY. I FEEL PERFECTLY CLEAR THAT THE

LINE

(Continuation)

*The Edison and Swan United Electric Light Company,
Limited*

LINE OF SIR RICHARD WEBSTER'S ARGUMENT IS AS SOUND AS THE ABILITY
WHICH HE SHOWED IN APPLYING IT. OF COURSE ^{THE LAWS} IN THE UNITED STATES DIFFER
FROM OURS AND IN SO FAR AS THEY DIFFER OUR CASE WILL NOT BEAR ON YOURS;
NEVERTHELESS I CANNOT HELP BELIEVING THAT THE MANNER IN WHICH ALL OUR
PEOPLE TOGETHER HAVE FOUGHT OUR CASE WILL HAVE AN EXCELLENT INFLUENCE
IN YOUR COMING SUITS IN THE STATES CONCERNING WHICH I WISH YOU SUCCESS
WITH ALL MY HEART.

YOURS VERY TRULY,

J. Flood Stange.

Patent

RICHARD H. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, June-11th, 1889

Thomas A. Edison Esq.

Orange,

New Jersey.

My Dear Mr. Edison:-

Since seeing you Sunday it has occurred to me that if you propose to make your records by filing caveats in the Patent Office a complete scheme for keeping the records should be formed and followed out. To do this in such a way that the caveats could be promptly filed so as to get ^{them} in the Patent Office within four or five days of the time we prepare them is what is needed. If you could make your sketches on the mimeograph the matter would be made quite easy. You would need three or four mimeograph file plates accurately fitted so as to form a bed large enough for your purpose. Then make sketches within a space on each mimeograph sheet equal to the clear space on a legal cap sheet of type writer paper. You could then have a number of copies carefully struck off, say six, on type writer legal cap of good quality. You could send us four copies and the written description. We would simply add the formal opening and closing clauses to the description and have it type-written, making four copies, one original and three carbons. One set of drawings and specifications would go to the Patent Office; one set of both would go in our files; one set of both (best carbon copy

T.A.E.2.

of description) we would preserve and when there was enough matter collected we would have it bound. These sets for permanent binding would have copies of petitions and oaths attached and would show all dates and signatures; volumes when bound to be sent to you; the fourth copy of both drawings and description to be endorsed with dates of execution and filing and sent to you to be put in temporary binder for your use while waiting for permanently bound copy; the two or more extra copies of drawing to be carefully preserved under lock and key where they could be found in future years or to be destroyed if in any danger of being circulated; the original copy of description to be kept in our files or returned to you. As to the caveats of the new set already sent in, we could get blue prints of drawing and have copies made of specifications for permanent binding and other copies for your temporary binder. Instead of keeping a temporary binder you could have prints of the drawings made on thin sheets and pasted in a book, or you could have a book specially bound so that it would open flat and print the copies directly into the book. As you see it could be very nicely arranged provided you could use the mimeograph. I suggest that you at least give it a trial. I find out that Rowland went out to the laboratory and made the drawings you wanted the day after you wrote Mr. Seely, some three weeks ago, but you were not there. He was at your laboratory yesterday and will be there again tomorrow morning.

Very truly yours, *Richd. T. Dyer*

1 photo - 2
TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,250.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

11th June, 1889.

T.A. Edison Esqr.,
Orange,
New-Jersey, U.S.A.

Dear Sir:-

LONDON STEREOSCOPIC CO.

I enclose you herewith copy of a letter I have received from Messrs Bircham - the Company of Solicitors to whom I referred the points in connection with the Stereoscopic Co. This letter is for your information.

Yours sincerely
G.E. Gouraud.

*Return to
at 10/11/89
Send no with you
all 15 June 20/89
Dye Print.*

[ENCLOSURE]

Photo - E

[COPY LETTER FROM MESSRS BIRNHAM & CO TO COLONEL GOURAUD]

Winchester House,
80 Old Broad St.
LONDON, E.C.

4th June, 1889.

Dear Colonel Gouraud:-

We have carefully considered the papers before us and have come to a very clear and definite conclusion that the license to the stereoscopic Company and everything in it is at an end. We have not, however, seen our way to write the Company for the reasons following:-

We have before us 3 specimens of the representations put forth by them, and upon which we ask your attention to the following observations:-

First. The Bournemouth Hand-bill. The first observation upon this bill is that it does not purport to be put forth by the London Stereoscopic Company, but by Mr F.J.Scott who is called Proprietor. That the machine referred to is described as "Edison's Phonograph. This wonderful "Talking and Singing machine as exhibited by the London Stereoscopic Company." Assuming as we do that the machine in question is that of the Company we think that the words actually describe it, and that there is nothing in them to which you can take exception. We observe that Mr Archibald in his letter to you refers to the quotation from the hand-bill which purports to be taken from "The Times", and consists of the following words:- "The greatest marvel of Modern Science". We understand Mr Archibald's suggestions to be that inasmuch as the Phonograph as at present patented is an improvement upon the earlier one it is not accurate to describe the latter as the "Greatest Marvel". In this he may be literally accurate but I fear it does not afford any ground of action or complaint from a legal point of view.

Second. The advertisements sent with your letter of the 24th inst. These advertisements are three in number and in each case the opening words are "Edison's Loud Speaking and Singing Phonograph (2809 & 1877). There again the description is we must assume strictly accurate. At all events the representation made as to the Phonograph of the London Stereoscopic Company is that it is made in accordance with the 1877 Patent. It does not purport to be any other or better form of the instrument. We do not of course know whether the Extracts from the press containing these advertisements relate to the earlier or later instruments as no dates are given, but we presume that really they are as applicable to the earlier as to the later instruments notwithstanding the supreme perfection of the latter. We can find no ground in these advertisements for a right of legal interference with their issue.

[ENCLOSURE]

2.

Third. The third document is a circular given away as we understand at an Exhibition in London, the name of which for the minute we have forgotten. This document contains the words "Sole Licensees" but they occur in the following connection:-

"Edison's original loud speaking and Singing Phonograph, for which ~~xxxx~~ or any improvement thereof the London Stereoscopic and Phonograph Co, were on March 22, 1878 appointed sole Licensees, under the British Patent No 2809 - 1877."

Now this is a simple statement of fact. They were so appointed. It is true they are no longer Licensees seeing that the license has come to an end. No doubt it is involved that the public should infer they are still sole Licensees, not only of the earlier instrument but of any improvement upon it but they do not as a matter of fact say that they are so. We agree that it is "sailing very near the wind", but we think it is too feeble a basis upon which to ground proceedings at law. Under these circumstances we think you will agree with us that it would be a mistake to require a withdrawal by them of any of the prints before referred to.

If we were asked to point out what words in any of them infringed any rights of yours we could only quote such as we have set out above in no word of which is there a representation that the Company has rights in the latest form of Phonograph. It seems to me therefore that the proper way to meet the tactics of the Company is through the medium of the press or other convenient channel to impress the public with the fact that the instrument in which the Stereoscopic Company claim to be interested is not the Phonograph of to day, and to show wherein the two instruments differ.

Under the circumstances we feel that you may not think it necessary to take any opinion of Counsel at the present moment. As you will gather from what we have already stated we do not think there is any slander of title by the Company in anything which has come before us as having been put forward by them. We think therefore that you can safely go on with the formation of your Company entirely disregarding the Stereoscopic Company, but taking care in any Prospectus or representation which you may make to the promoters of the Company or to the public, to inform them of the facts.

If upon receipt of this you think you would like to see us again we can be at your service at any convenient time on Thursday.

Yours faithfully
Bircham & Co.

Richard's
RICHARD H. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, June 13, 1889

A. O. Tate Esq.

Orange,

N.J.

Dear Sir:-

Your letter of the 12th inst. together with Col. Gouraud's letter of the 31st ult. and the papers sent by Col. Gouraud with his letter, were handed to me yesterday by Mr. Schulze-Berge. I went through the criticisms of Sir Frederick Bramwell very carefully and have written a letter to Col. Gouraud which will be mailed to-day returning the papers with our answer to the criticisms. It was a very simple matter which should have been attended to in England without the risk of delaying the case by writing here, but the course taken by Col. Gouraud is the right one, since it would enable us to set them right on any important matter, when such a one arises. Of course it does not concern us personally, but feeling sensitive as to any criticism of Mr. Edison's moral attitude — on the question of inventions, the remark in Gouraud's letter that "it is evident that Sir Frederick considers you are trimming pretty close - not to say more" struck us as being particularly offensive. There is nothing in Bramwell's criticisms to warrant any such insinuation and the insinuation is more an indication of the character of the man who made it than a reflection upon Mr. Edi-

Rich
June 14/89

A.O. T.2.

son. You might cable Gouraud as he requests. I return his letter to you.

Very truly yours,

Rich. A. Byrd

[ENCLOSURE]

TELEGRAPHIC ADDRESS
"PHONOGRAPH, LONDON."

TELEPHONE
No. 9,300.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

31st May, 1889.

T. A. Edison Esqr.,
Orange,
New-Jersey, U.S.A.

*ack
June 14/89*

Dear Sir:-

PHONOGRAPH PATENTS. ENGLAND. CASES 86 & 87.

These after being revised by Mr Hardingham, have been further considered and revised by Sir Frederick Bramwell, Bart. The points he raises are so important that it is considered necessary to refer them to you before filing the final Specifications. The nine months expires to-day, but has been extended for 30 days. It is consequently necessary that you should give the matter your immediate attention from the moment the papers reach you as unless they are returned in time for filing by the 28th of June the Patents will be lost.

except so far as they will be secured by filing the Specification, as we are of course to do according to our best lights, should we fail to hear from you in time. It is of the greatest importance that the documents herewith sent you, should be considered by you, and that the Patents be filed in accordance with your views after having considered Sir Frederick's observations. By the next mail will follow a further letter from Mr Hardingham bearing upon this same question. We should have all the papers back here a full week before the time for filing, and this is quite possible still leaving them in your hands a full week, which should be ample. I have always assumed that in drawing your foreign Specifications you would take into account the previous Patents bearing upon the subject, the Graphophones, Anders & Berliner, of which I have sent you copies, and of which I send you further copies by this mail in case you should have mislaid the others.

It is evident that Sir Frederick considers you are trimming pretty close, not to say more, and it is important if you maintain the claims as they are in view of the said Patents and Sir Frederick's observations upon them, that we should have your reasons for doing so as you may be able to point out differences which may have escaped them. You will I am sure see as clearly as I do the importance of giving it your careful consideration within the time named. I personally doubt the expediency of introducing into these later cases the description of the Phonograph proposed by Sir Frederick, considering that it was not included in the

[ENCLOSURE]

2.

in the previous Cases. The fact of doing so in the later Cases with the reasons for doing it, might give rise to the very question in connection with the earlier Cases which Sir Frederick is anxious to avoid. As to the expediency of this, however, we may safely leave to the judgement of our Patent Agents.

I shall be anxious to know of the safe arrival of these papers, and also the date of their departure; so kindly cable on their receipt the word "Patents", and on their departure "Patents" followed by the name of the Steamer by which they have actually left.

Yours sincerely

G. Z. Gouraud.

P.S. After the next mail I will send you Sir Frederick Bramwell's report on CASE 88, which will also require your attention, but there is plenty time for this, as this CASE has not to be filed for some weeks yet. Your attention is however urgently requested to the CASES now sent you viz:- CASES 86 & 87.

patent

RICHARD H. DYER,

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY,

NEW YORK, June 22nd, 1889

A.O. Tate Esq.

Edison's Laboratory,

Orange,

N.J.

*Self
Jm 5/89*

Dear Sir:-

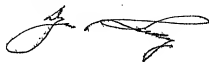
In reply to your letter of the 21st inst. we have to say that under the Portuguese patent law, patents are considered as being granted for the full term of fifteen years although the taxes may be paid for only five years when the patent is issued and under the decision of the Supreme Court of the United States in the Bate case the United States patent runs until the actual expiration of the monopoly in the foreign country. So long as the Portuguese patent is maintained therefore there is no danger to the United States patent and in Portugal the fee for the full term can be paid at any time when it is desired to do so. For this reason we concluded to take out only a five years patent in Portugal in order to save the expense of paying all the taxes now.

We will say that in our next bill against Mr. Edison we shall credit him with the difference in the cost between a five year and a fifteen year Portuguese patent. In our bill for these foreign patents we charged for a fifteen year patent, but afterward in view of the Bate decision and of a decree of the Portuguese

A.O.T.2:

government we decided that it was only necessary to pay the taxes
for five years.

Yours truly,

A handwritten signature in dark ink, consisting of a large, stylized capital 'J' followed by a series of loops and a final flourish.

Edison
HOWARD M. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, June 22nd, 1889

A. O. Tate Esq.
Edison's Laboratory,
Orange, N. J.

My Dear Mr. Tate:-

At Mr. Edison's suggestion I cabled several days since to Kilsen, London, to send another copy of the appeal record in the Holland case, and I signed the cable Edison. When the copy is received, since I suppose it will be sent to Mr. Edison at Orange, New Jersey, kindly let me know and I will call for it.

Yours very truly,

Rich^d. A. Dyer.

require

The cable we need
few days ago
from Edison
refers to this.

Send the paper
to D+S when
they come.

AMW

Edison Canada
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, June 24th, 1889. 188

E. H. Johnson, Esq.
West Edison Electric Light Co.
City.

My dear Mr. Johnson:

Mr. Hector Cameron of Canada is in town to-day. I met him on the street ~~and~~ just before lunch. He will be here also to-morrow. If you desire to see him with regard to our matters in Canada I can make an appointment with him for any time after two o'clock to-morrow afternoon. Kindly let me hear from you.

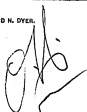
Yours very truly,

Richd. H. Dyer.

Phonograph dictation.

patents

RICHARD H. DYER.



LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, *June 26* 1889

My dear Sir

Don't think any chance for us to get some money from Mr. Edison this month. We have been advancing a good deal for fees, losses on foreign patents etc. and are now breaking up. \$1500.00 would help us out. The account you have from us on the phonograph matters is something like \$4000. Bank you and check

452

$$E_{\text{eff}} = \frac{1}{2} \left(\frac{1}{E_1} + \frac{1}{E_2} \right) \quad (1)$$
$$f_0 = \frac{1}{\pi} \int_{-\infty}^{\infty} f(x) dx$$

James Conley
New York

Patent

RICHARD N. DYER,

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY,

NEW YORK, June 27th, 1889

John F. Randolph Esq.

Orange,

N.J.

My Dear Sir:-

I have your favor of the 18th inst. and thank you for the same. I am so anxious to learn of Mr. VanCleave's whereabouts that without waiting your convenience to communicate to me what information you received through Mr. Hipple and Mr. Jordan, I write asking that you inform me what you have heard. If you can find out in any way where VanCleave is it would oblige me to have you do so. So anxious am I to learn of Van Cleave's whereabouts that I would detail a man specially to hunt him up ~~and find out~~ ^{to find out} his last whereabouts. I desire to use him as a witness in Mr. Edison's behalf if possible.

Yours truly,

R. N. Dyer & Co.

Marion R. J.

Form No. 1, P-1-15

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and RECEIVES messages only on conditions limiting its liability, which have been accepted to by the sender of the following message. It will not be responsible for any loss or damage to the message, beyond the amount of the fee paid thereon, nor in any case where the claim is not presented in writing within sixty days after receipt of the message. This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. SCHENCK, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHARGE |
|---------------------------------------|---------|-----------------|--------|
| 11 | Van D. | 11 collected 1x | 8.45 |
| Received at ORANGE, N.J. June 29 1889 | | | |
| From London via Reg 29 | | | |
| To T. A. Edison Confirmed Sat. 9/9 | | | |
| Orange | | | |
| Cash me complete cases | | | |
| 84 | | 85 Denmark | |
| Complete patents Denmark | | | |
| sent 9/9/89 | | | |

7 Patients

My dear Edison

ans
June 19/89

It is time we had a decision in the Pittsburg case - this after all kind depends on whether it is to be in our favor. For any decision against us it is much too early, as we shall agree.

[illegible]

I am sitting here with a pencil
in my hand, writing on the Canadian
patent subject — I thought of you —
I send you this to say, that I see no reason
in the delay, for changing the con-

2. confident opinion which I formed as soon
as I had sufficient foundation will
the facts to form an opinion - viz: that
the facts once well out, it is impossible
for a good judge to decide that case
against us.

That Brandle has been a wonderful
dear & a blo. judge cannot be dis-
missed & if it were not for
his having been for drawing him
in the telephone case & a. I should
have been perfect for it, even.

We ought to have had five days
on a side to bring out all the facts & to pre-
pare them - ~~then~~ instead of 1/2 days for
each side.

The trouble is that a tired judge
at the end of a long term may under-
stand you well at the moment & then
forget. For such forgetfulness a full
brief is obviously the best cure - but
there was no time for that on our part
at least, the evidence being in hand
a few hours before the argument
began.

Then the other side were better equipped
than we - ~~as~~ having a Peltier
& knowing the ropes - it was

3 they had Curtis, Kerr, Bull, & perhaps
Dalzell constantly at work and
Curt from the Sunday preceding
the trial - with the entire resources
of the largest printing office & ~~rely~~
a large of men at work - & by
disposing they were able to hand
up on the morning after you left
a brief - how complete I don't know
since they refuse to show it to us.

I have material for a brief, & a
few printed pages which I have got re-
adily was all sufficient I believe
know, with a judge who understands
intellectual & moral issues, & who
go to the bottom of things - & who
would seldom or never be misled
by briefs of counsel.

There, a form of Parsons will be
"then to any Saint I pray,
It shall be to St. Pray (this for
words used) - If you have a pen
St. pray to it for a speedy and wise
judgment & success. S.P.H.

I don't see a better way of doing it than this -

p. 125
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, *July 2* 188*9*

Thomas A. Edison Esq.

Dear Sir:

In the interference
case of Edison *vs* Maxim *vs* Swan
a dealer in parchment paper whom
we may want to call as a witness
pleads his want of familiarity with
the English language as a reason
to withhold information. This man
speaks French and I would suggest
that if you could spare Dr. Schulze-
Berg and he could make it con-
venient, that you request him to
call on me at my office tomorrow
or Friday. The matter requires a
knowledge of chemistry besides that
of French else I would hesitate
to trouble Dr. Schulze. Berg.

Yours truly,
R. H. Dyer D.

RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, July 8th, 188 9

A. O. Tate Esq.

Orange,

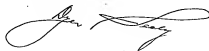
N.J.

Ans. July 9/89

Dear Sir:-

In reply to your letter of June 30th, in which you ask us what reply you shall make to Col. Gouraud's telegram asking whether he can complete Cases 84 & 85 for Denmark, we have to say that we have consulted Mr. Edison about this and in view of the fact that the applications still pending in the United States Patent Office which are included in Case 85 are of comparatively little importance and that patents have been issued here on everything included in Case 84, Mr. Edison thinks the Denmark patents can be taken out, so you had better inform Col. Gouraud that he can complete the cases referred to.

Yours truly,



Oct. 13

Editor, Address: "Columbian," New York

My Dear Sir,
I have the pleasure
of
Thomas A. Edison

Subject: Patents

Orange, N.J. July 10th 1889

Mr Thomas A. Edison.

Ans. July 20/89.

Dear Sir

My business is to see you in
reference to the interference, or non-interference of certain
patents. - It would like very much to have a personal inter-
-view with you at your earliest convenience.

Will you have the kindness to make an appointment with
me personally? and oblige.

Yours Truly

E. S. Caldwell

45 East 9th Street

New York City

per B
RICHARD H. DYER,

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, J-u-l-y 1-0-t-h-1889

Thomas A. Edison Esq.
Orange,
N.J.

Ans. July 17/89

Dear Sir:-

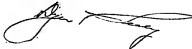
We enclose official receipts for the 4th years tax on your British patents, Nos. 7582 and 7584 of 1885 which relate to the phonoplex telegraph, which taxes have been paid by us. We also enclose an assignment to you which has been executed by Mr. Handford and recorded by him in the British Patent Office and which includes eight patents taken out in Mr. Handford's name as communications from you and on which Mr. Handford has been paying annuities for the Edison & Swan United Electric Light Co. Limited. Mr. Handford says that that company instructed him to assign these patents to you so that you might be able to assign them with certain others to the company all at one time. Probably the company or Drexel, Morgan & Co. will communicate with you about this. The assignment which we send you also includes two patents on electric railways, Nos. 1022 of 1883 and 2357 of 1883. These are the patents about which there was some discussion with Messrs. Drexel, Morgan & Co. which ended in our instructing Mr. Handford to assign the patents to you, Drexel, Morgan & Co. agreeing to this on the condition that you should give them a letter stating that you held the title to.

T.A.E.2.

the patents in trust for yourself, themselves and Mr. G. P. Lowrey .
We will inform Messrs. Drexel ,Morgan & Co. that the assignment
has been made, and they will probably let us know what else they
want to do about it. The assignment also includes two patents, Nos.
7582 & 7584 of 1885 relating to the phonoplex telegraph, which of
course belong to you.

Please acknowledge receipt of the enclosures.

Yours truly,

A handwritten signature in dark ink, appearing to be "John D. Morgan", written in a cursive style.

dictate

RICHARD H. DYER,

" (Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

M. W. SEELY.

NEW YORK, July 24th, 1889

Thomas A. Edis esq.

Orange,

N.J.

Dear Sir:-

We return herewith the letter of Col. Gouraud referring to Case 88 which Mr. McGuire handed us. We have replied to this letter and returned to Col. Gouraud the papers which he sent you.

Yours truly,



[ENCLOSURE]

patents

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

28th June 1889.

T. A. EDISON, ESQ:
Orange,

New Jersey. U.S.A.

Ans. by D. & S.

Dear Sir,

CASES 86 & 87.

I am obliged for your letters which have duly come to hand with reference to the above Patents, and from Messrs Dyer & Seely I have received the documents I sent you for consideration. These are now in the hands of my Patent Agent in London, who trusts, with the additional information now at his disposal, to properly file the Patents for Great Britain.

CASE 88.

Sir Frederick Bramwell also looked into this Patent, and I enclose the remarks he made in connection therewith. Mr Hardingham has again gone thro' the Patent, and studied the points raised by Sir Frederick. I enclose you a copy of Mr Hardingham's letter, and by separate post I am sending you the draft complete Specification for this CASE, which kindly consider, and return to me at your early convenience. There is not such an immediate hurry for the return of these documents as was the case in the previous instance, still I should like after perusal and consideration of the papers that you should return them to me for the purpose of getting the Patent in order in good time to present to the English Patent Office.

Yours faithfully.

G. E. GOURAUD.

G. E. Gouraud

Peter 15

July 27. 89

My dear Mr Edison

I have telegraphed
Scely to let me know
when you propose
sailing with the
intention of re-
turning in time
to see you.

Should any reason
exist which would
make my return
for that purpose
useless, kindly have
some one telephone
Scely and he will telegraph
me. Sincerely, Albert D. Smith

Edison says no
necessity for you
~~to come unless~~
you want to see
him

Patent Co.
RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, August 20th, 1889. 188

Thomas A. Edison, Esq.

Orange, N.J.

Ans. Aug 21/89

Dear Sir:

Upon receipt of your order of the 11th inst. requesting us to furnish you with a full set of patents on Dynamos and Motors, Electric Brakes, and Transformers, we wrote to the Patent Office for an estimate of the cost of ~~all~~ copies of all patents issued relating to those classes. We enclose the estimate herewith, which shows that under the class of Generation of Electricity, the following number of patents were issued: Magneto-electric 768; Induction coils, 112; and Systems of Distribution, 138, making a total of 1018; under the class of Electricity-Motive Power, the following were issued: Motors, 387; Car Brakes, 74; Transmission of Power, 32; and Locomotion, 408, making a total of 846. The total number of patents issued under these two classes is 1862, which we can obtain for you at the rate of ten cents per copy. If you do not care to take all the sub-classes mentioned in the estimate, ~~indicate those which you do not want,~~ and send us a check for the balance at the above rate.

You will notice that ^{the} estimate mentions ~~the~~ patents issued in electrical signalling, this however ~~is~~ has nothing to do

with the copies you want. These were ordered in connection with another matter. Please return the estimate to us.

Yours very truly,

Eugene P. Kelly

Sawyer. Man.

Law Offices

EATON & LEWIS

S.B. EATON.
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, October 5, 1889.

Saturday, 3:15 P. M.

The following is a telegram I have just received from
Mr. Pflaun,

S. B. Eaton.

"The following are main points of opinion. Unless Patent valid for conductor of Carbon made of fibrous or textile material in arched form cannot be made valid by combining such conductor with the glass chamber hermetically sealed. Arch form of conductor not new Carbon made from vegetable or textile material was made before Sawyer and Man used it. Neither Sawyer and Man nor Edison entitled to exclusive use of charcoal. We are fully satisfied that after Edison's invention had been published to the world there was an entire change of base on the part of Sawyer and Man and that the application was amended to give it an entirely different direction and purpose from what it had been in its original form. Various changes in application for patent unfavorably commented upon. Testimony of Broadnax shows that the idea of claiming carbons made from fibrous and textile materials was an after-thought. Changes not justifiable and cannot be sustained; explanation of delay in applying for patent by Sawyer and Man unsatisfactory. Sawyer and Man were following wrong principle of small resistance and strong current; Edison accomplished great discovery of high resistance and low current. Opinion then quotes at length from Edison patent two hundred twenty three eight ninety-eight. We are not mistaken in saying that but for this discovery of Edison attenuated filament in perfect Vacuum electric lighting would never have become a fact, we have supposed it to be the discovery of Edison because he has a patent for it. This may not be the case, it may be the discovery of some other person, but whoever discovered it it is undoubtedly a great discovery in the art of practical lighting by electricity. The opinion concludes with did:

they, Sawyer and Man succeed in making lamp of commercial value or in finding out the principle on which it could be made. We do not so read the evidence.

Magnus Pflaun."

KIERNAN'S TELEGRAPHIC AGENCY,

WALL STREET FINANCIAL NEWS BUREAU,

European and Domestic Financial and Commercial Telegraph Agency,

No. 6 BROAD AND 19 WALL STREET, N. Y.

PRINCIPAL OFFICES.

JAS. McLEAN,
by Lombard Street, and
McLEAN'S NEWS EXCHANGE,
at Threadneedle St., opp. Stock Exchange, London, E. C.
H. J. WYATT,
Washington, D. C.

H. W. HICKSON, DYKES & CO.,
as Mirror Building, King Street, Liverpool.
J. RICHARDS,
"Journal des Havres," and the Boulevard de Strasbourg, Havre.
JMS. J. KIRKPATRICK,
a branch of Wall Street, New York.

New York, Oct 15th 1889

My Dear Professor - I took great
pleasure in transmitting a duplicate
of the enclosed relating to your great
triumph over the Westinghouse people,
who had heretofore been in the ad-
vantage of the public prints which our
friend (Wright Wood) can inform you
and through I suppressed a two
column article in the by the way which
I caused to be transmitted every
important city over our printing
and gave it to the financial
writers also - it was cabled it
to Europe as you will see by the
accompanying duplicate. Willing
you continued success and health.

Believe me

Sincerely yours

John Kiernan

[ENCLOSURE]

Wasting time

TRANS-ATLANTIC CABLEGRAM.

No. _____ Time _____

Waste

Subject to

Samuel J. B.

John W.

THE COMMERCIAL CABLE COMPANY
ATLANTIC OCEAN
MURRAY-BENNETT CABLES
PATENTED OCTOBER 20 1887

CABLEGRAM.

OFFICES:

NEW YORK, 1 Broad St., (Grand Building,
Stoek Exchange.
" " "Herald" Building.
" 9 Beaver Street.
" 442 Broome Street.
BOSTON, Hoffman House.
HARTFORD, 5 State Street,
 3 Central Row.

188

Send the following Cablegram "**Via Commercial Cables,**" subject to the terms and conditions printed on the back hereof, which are agreed to.

To *Madeam London*

| | | |
|--------------------|-------------------|---------------------|
| <i>Havre Paris</i> | | |
| <i>Judge</i> | <i>Bradley</i> | <i>United</i> |
| <i>States</i> | <i>Supreme</i> | <i>Court</i> |
| <i>rendered</i> | <i>decision</i> | <i>Saturday</i> |
| <i>dissmissing</i> | <i>famous</i> | <i>electric</i> |
| <i>light</i> | <i>suit</i> | <i>Westinghouse</i> |
| <i>against</i> | <i>Edison</i> | <i>Plaintiffs</i> |
| <i>sought</i> | <i>injunction</i> | <i>restraining</i> |

Please read the conditions at back and sign your name and address thereon for reference.

[ENCLOSURE]

Form No. 1.

TRANS-ATLANTIC CABLEGRAM.

No. Time

Check

②

Route Via



THE COMMERCIAL CABLE COMPANY
PATENTED DECEMBER 28, 1907.

OFFICES:

NEW YORK, 1 Broad St., (Grand Building),
 " Stock Exchange,
 " "Harold" Building,
 " 9 Beaver Street,
 " 443 Broome Street,
 " Hoffman House,
BOSTON, 4 Arch Street,
 101 State Street.
HARTFORD, 3 Central Row.

Send the following Cablegram "Via Commercial Cables," subject to the terms and conditions printed on the back hereof, which are agreed to. 188

To

| | | |
|--------------|--------------|--------------|
| Edison | using | fibrous |
| carbon | of | incandescent |
| conductor | in | airtight |
| globes | Curt | decided |
| Edison | accomplished | fibrous |
| carbon | filament | before |
| Lawyer | Mann | on |
| Westinghouse | Curt | days |

Please read the conditions at back and sign your name and address thereon for reference.

[ENCLOSURE]

Form No. 1.

TRANS-ATLANTIC

| | |
|--------------|------|
| No. | Time |
| Check
(3) | |
| Route Via | |



CABLEGRAM.

OFFICES:

NEW YORK, 1 Broad St., (Grand Building).
 " Stock Exchange.
 " "Herald" Building.
 " 9 Beaver Street.
 " 410 Broadway.
 " Hoffman House.
 " 4 Arch Street.
 " 101 State Street.
 HARTFORD, 5 Central Row.

Send the following Cablegram "**Via Commercial Cables**," subject to the terms and conditions printed on the back hereof, which are agreed to.

To

| | | |
|-----------|------------|----------|
| but | for | this |
| discovery | of | Edison's |
| in | attenuated | filament |
| in | a | perfect |
| vacuum, | electric | lighting |
| would | never | have |
| become | a | fact. |

Please read the conditions at back and sign your name and address thereon for reference.

Westinghouse

New York City, 7th Oct. 1880.

My dear Sir:

I intended to go out and dine with you, and spend the evening. But the conference on the Filament Case has lasted all day in my office until 5-30, and the accumulated work of the day will compel me to continue at work this evening. I am pushing things all along the line, and it keeps me busy day and night.

I procured a certified copy of Bradley's decision late this afternoon. I am keeping the typewriters at work to night making copies. One copy has just come in, and I send it to you by bearer, thinking you may like to look it over this evening. Please keep it.

When I took the lawyers up stairs to lunch today, Mr. Kerr called me over to a table where he, Westinghouse and associates were luncheon. Mr. Westinghouse remarked to me that he felt very much hurt by your calling him a "shyster" in this mornings "Herald". He was really cut up about it.

I shall certainly go out to see you tomorrow morning. Please present my compliments to the Countess, and believe me to remain,

Sincerely yours,



To Mr. Edison.

200.15

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York October 9, 1888

EATON & LEWIS

J.B. EATON
EUGENE H. LEWIS

T.A. Edison Esq.,

Orange, N.J.

Dear Sir;

Mr. Hastings will go to Canada on Friday to look up the law firm you mentioned. Inasmuch as we do not know the name of the firm, perhaps it would be better for you to address an autograph letter to F.S. Hastings, asking him to go to Canada to retain that law firm in your interest. He might show your letter to that firm as his authority for acting in your behalf.

If this meets your approval, please send a letter to Mr. Hastings, 44 Wall Street, to-morrow, so that he will get it by to-morrow evening.

Before MR. Hastings uses the letter he will find out whether these parties are engaged on the other side, and will also decide whether it would be the wise thing to do, everything considered.

Very truly yours,

T. A. Edison

P. J. J. J.
RICHARD N. DYER.

(Dictate d)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

*Wm. Hammer
Oct 17 1889*
NEW YORK, Oct. 11, 1889.

A. O. Tate Esq.,
Orange,
N.J.

Dear Sir:-

We have your letter of this date with six French patents of Mr. Edison's. We are sending these to Paris to have proof made of their exhibition there and have written to Mr. Hammer to give what assistance he can to our agents there.

Yours truly,

H. W. Seely

TAE

Dyer & Seeley

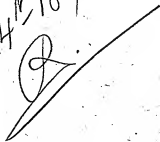
40 wall st ny

Send Revolver & order

Thursday to prepare
two patent drawings

Edison

Oct 14/1889



Patented
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK, October 14th, 1889.

Thomas A. Edison Esq.
Orange,
N.J.

Dear Sir:-

We enclose the tracing of your application No. 716 for multipolar machine. The Examiner has made ^{the} objection to this case that the arrangement shown in the drawing is inoperative for the reason "that though the device would generate a current in the position shown in Figure 1, when the device has rotated 90° the current becomes nil, while at 180° degrees it becomes reversed. This is clear from the consideration that at 180° the coils are still in the same polarity as in the figure, while the brushes connect to the neutral points 90° removed and hence of reverse polarity."

We would be glad if you would have some one study this out and see whether it is correct. If the drawing is wrong we should have it corrected and Mr. Kennelly or some one at the laboratory can probably show us how. If the drawing is right and the Examiner wrong, we would like to be furnished with such explanation as we can use to convince him of his error.

Kindly return the tracing with your reply.

Yours truly,

Patents
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET.

H. W. SEELY.

NEW YORK, Oct 15 1889

My dear Tate

If you look among the bills which have accumulated during your absence you may find one against the Edison Phonograph Co. for about \$300 and one against Mr. Edison personally for about \$500. Could you give us something on account of these, this week.

Yours
H. W. Seely

* RICHARD N. DYER.
Phonograph
(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

NEW YORK, Oct. 28, 1888.

A.O. Tate Esq.

Orange,

N.J.

ack Oct. 30/88

Dear Sir:-

Referring to the correspondence sent with your letter of the 21st inst. which we return herewith, it appears that Col. Gouraud wants the following information :

1. Whether Edison's U. S. patent contains a broader claim on cutting, as distinguished from scraping, as ^{in his} ~~in~~ his case 88. We think the 1st claim of patent No. 398,987, dated December 4, 1888 covers the matter broadly, in the following language: "The method of recording sounds for reproduction consisting in impressing sound vibrations upon a cutting recording point and thereby cutting in the recording surface ~~the~~ record corresponding to the sound waves, in contra distinction to the formation of such sound records by a scraping action."

Patent No. 398,988 contains the following claim:
"A phonograph recorder having for its recording point a cutting tool with the cutting edge in advance of the stock of the tool, substantially as set forth."

2. Whether any publication was cited by the Patent Office as a reference to these claims. As to this we have to say

A.O.T.2.

that no anticipation was ever brought up by the Patent Office, the claims having been allowed without any objection of that kind.

8. As to the references cited against the Graphophone application in the Patent Office, we suppose what is wanted is with relation to the patent of Bell & Tainter, No. 341,214, dated May 4, 1888 which contains the broad claims for cutting the record. We find by an examination of the record of this case, in the Patent Office, that the only matters cited against it were English patent No. 1,644 of 1878 and the description contained in Volume 27 of "Engineering", page 327, relating to the "six-penny phonograph". The publication in "La Nature" of the Lambrigt experiment was not referred to and we do not believe the Patent Office was acquainted with that publication at the time the Graphophone application was before it. The limitation contained in the last clause of the 1st claim of the Graphophone patent, No. 341,214, was evidently made in view of the United States Patent to Reynolds, No. 237,136 dated October 23, 1888.

We think this answers what Mr. Hardingham requires. We send you herewith copies of all the U.S. patents referred to herein and we think it would be well for you to send these copies to Col. Gouraud in answering his letter.

Yours very truly,



[ENCLOSURE]

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,

LONDON,
W.C.

12th October, 1899.

Private Letters
to be so marked

T.A. Edison Esqr.,
Orange,
New-Jersey,
U.S.A.

Ans. Oct 20/99

Dear Edison:-

re Lambrigt's anticipations.

I enclose copies of letters from Mr Hardingham
my Patent Agent, regarding the Graphophone claim for cutting.

I am told that Conrad Cook's report on the Graphophone Patents, extracts from which were published in the Graphophone Syndicate prospectus I sent you, contained references to this case of Lambrigt's as published in the "Engineer" of about the same date, but although he tried to smooth it over as unimportant yet it was considered of sufficient importance for the promoters of the Graphophone syndicate to leave it out of their prospectus.

Wanted from America.

Mr Hardingham says that it is important to know whether there is in your United States Patent the same claim as contained in your English Case 86, viz:- No 2 "The employment of a cutting style having a true cutting action?" If there is, he asks "was there any reference to publication in this connection brought forward by the United States Patent Office as the alleged anticipation, and if so what?" He also says that it would be important to know what references, if any, were made in connection with the issue of the American Graphophone Patents. He thinks that it may probably be found that the Patent Office did make reference to the Lambrigt experiment. If so, that fact would have great weight here in showing that they made a claim in their British Patent in the face of knowledge of the prior publication in question. You have in your own possession information regarding any references to your own patents, perhaps you can get the

393967-
393968-

391214- graph Bell & Howell Aug 4/10

[ENCLOSURE]

2.

information as regards references in connection with the Graphophone
Patents.

Yours sincerely

E. E. Gougeon

On receipt of your letter of the 11th inst. I have
been instructed to inform you that the
Graphophone Patents are now being
re-examined by the Patent Office.
It is, however, not possible to
give you any definite information
at this time as to the result of
the examination. I am, however,
instructed to inform you that the
Patent Office is now in possession
of the Graphophone Patents and
is now in the process of re-examining
them. I am, however, not in a position
to give you any definite information
as to the result of the examination.
I am, however, in a position to
inform you that the Patent Office
is now in possession of the
Graphophone Patents and is now
in the process of re-examining
them. I am, however, not in a
position to give you any definite
information as to the result of
the examination.

[ENCLOSURE]

Copy Of Letter.

From G. G. M. Hardingham, To Colonel Gouraud.

Col: Gouraud,

Dear Sir,

In compliance with your instruction's, I have examined the specification to Johnson's Patent, No 8027, A. D. 1886, and considered the question whether, by virtue of that Patent, the proprietors thereof have acquired an exclusive right to cut "in a solid body the record corresponding in form to the sound waves"; regard being had to the description of "Lambrigt's Speaking Plates", published in "La Nature" the 3rd of May 1879. No 309.

Lambrigt-referring to Edison's original phonograph-describes the substitution for the recording point of "a small blade of steel in the shape of a knife" the surface operated in consisting of "a layer of stearine". The steel blade alluded to is employed, first, to scrape down the stearine and impart to it a perfectly smooth surface, and secondly, under the influence of the sound vibration's, to striate the stearine surface and produce therein an exact record of the vibratory movements to which the blade is subjected.

[ENCLOSURE]

-2-

Assuming No 308 of "La Nature" to have been published in this country before 1886, it would seem clear that "the method of forming a record" by "cutting in a solid body" was not capable of being validly patented at the date named in the broad sence defined by Johnson's first claim.

From his specification, it would appear that the working extremity of the recording style is so formed as to cut and actually remove the material from the record-groove and not merely to displace it. The first claiming clause does not, however, limit the method of forming the record to this kind of operation; but includes broadly such a method of cutting the record as would be effected by the employment of a recording style in the form of a knife blade as proposed by Lambrigot. Johnson's aim appears to have been to produce a continuous record groove with a view to offering an efficient guide to the reproducing style; but it will be obvious that this is precisely the result which Lambrigot secured by the employment of his knife-blade recording style.

Your's Faithfully
G.G.M.Hardingham.

[ENCLOSURE]

Phone - Eng
Copy Of Letter.

From G. G. M. Hardingham, C. E.

To Colonel Gouraud.

4th October, 1889.

Colonel Gouraud.

Dear Sir,

As arranged at our yesterday's interview, I herewith send you a letter which I trust will meet your present requirements.

In order, however, that its contents may not mislead you, I should perhaps explain one point which is not alluded to, and which would indeed be beyond the scope of your inquiry. What I have done is to deal with Johnson's first claim as I find it, and not as it might be amended in a certain manner. The claim as it stands appears to me to cover in a broad sense the cutting of a record groove whether the contents of the groove be actually removed (as would result from the use of a turning tool) or whether the sides of the groove be simply parted (as would result from the use of what, in wood turning, is known a "parting tool". From Johnson's specification, I am disposed to think the intention was to claim only the formation of a groove of the former character; but I consider the claim is wider than this, and suffices to cover the latter method of cutting. In this respect, the claim is anticipated by the publication in "La Nature". You will perceive that the above point is of considerable importance, because Edison uses what I may call a material-removing tool as distinguished from a "displacing" or "parting" tool.

(See No 12,593, page 9 lines 23-70).

You will find on reference that the second claim to your patent No 12,593 was modified to read as follows:-

"The method of and apparatus for recording sound waves substantially as herein described, the cutting edge of the recording style being in advance of the stock of the tool and having a true cutting

[ENCLOSURE]

-2-

tion".

The subject matter of this claim is in my opinion differentiated both from Lambright's publication of 1870 and from Johnson's specification No 4087' ~~84~~.

I herewith return the papers left with me, and

Remain,

Yours Truly

G. G. M. Hardingham.

sub to
RICHARD N. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

NEW YORK, Nov. 6th, 1889.

A.O. Tate Esq.

Orange,

N.J.

Dear Sir:-

We sent to the office of the Light Co. for Edison
note books, Nos. 37 and 53 and they informed us that the books had
been taken out of the vaults sometime ago and were probably in your
hands. We are going to take testimony in the Edison-Swan interfe-
rence and it is very important that we should have these books at
once. If they are in your possession will you kindly send them to us
by messenger ~~as soon as possible~~ *tomorrow morning*

Yours truly,

Dyer & Seely

Ans. Nov. 8/89

P. M. H.
RICHARD M. DYER,

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK,.....November 8th, 1889..

My Dear Mr. Tate:-

When I last saw Mr. Edison he spoke about prosecuting vigorously some of his old applications relating to electric lighting. I wish you would say to him that I am devoting my evenings now to the study of these old cases and will be prepared within a week or so to lay before him a plan of campaign. This I propose to do before actually forwarding any papers in the cases to Washington.

Yours very truly ,

Rich^d. M. Dyer

To: A. O. Tate Esq.

Orange,

N. J.

Reverts

Law Office

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York Nov. 9th, 1889

A. O. Tate, Esq.,
Private Secretary.

Dear Sir:-

Welch V. Edison. I beg to acknowledge your esteemed favor of yesterday containing letter from Mr. George S. Hale, of Boston, dated the 4th inst., addressed to Mr. Edison. This matter strikes me as rather serious, judging from Mr. Hale's letter, and I will give it my early and prompt attention.

Very truly yours,

A. B. Saltonstall

© *clerk*
RICHARD H. DYER,

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

H. W. SEELY.

(Dictated)

NEW YORK,.....November 11, 1889.

A. O. Tate Esq.
Orange,
N.J.

Ans. Nov. 14/89

Dear Sir:-

We have to advise you that taxes have to be paid in December on the following foreign patents of Mr. Edison: two German patents on the phonoplex telegraph; two French patents on the same subject, and one French patent and one Belgian patent for ore separators.

Please instruct us as to whether you wish us to have these taxes paid.

Yours truly,

H. W. Seely

1. 6- 6.

Tele. oph

Ans. Nov. 14/89

TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" New York.



P.O. Box, 200.

New York, Nov. 12th 1889.
Wm. A. Edison Esq.

Dear sir:

Referring to your favor of recent date requesting me to furnish to the party representing the New Haven Clock Co. a copy of your caveat (39) on District Telegraphs, the present is to say that in addition to the copy I furnished, the same parties want a certified copy from the Patent Office.

Will you kindly sign the inclosed order so that I may obtain the copy for them.

Yours truly,
Lemuel W. Serrell
f. Smiley

E. H. Taylor & Co.

Ans. Nov. 14/89

Dear Mr. Tate:-

Re Reader Patent. In writing the French Company will you kindly tell them that any information they may be asked to give us, or our correspondents in Paris, Brandon & Fils, about the foreign patents on the Reader invention, they may safely give. Apparently they hesitate to give any information except to Mr. Edison personally, and that takes too long. We would like to have them answer some questions about the expiration of foreign patents, which Mr. Brandon will ask them in our behalf.

Hoping you will find some way to help us out and expedite this matter, as above stated, we remain,

Very truly yours,

Nov. 15th., 1889.

J. B. Eaton

Patents

RICHARD H. DYER.

H. W. SEELY.

LAW OFFICES OF

DYER & SEELY,

(PATENT BUSINESS EXCLUSIVELY)

NO. 40 WALL STREET.

NEW YORK,

Nov. 16, 1889

My dear Tate

I shall have sent you for a further check on Mr. Edison's account. There are a lot of applications to file in Canada, and I don't see how we can file them and pay the taxes on foreign patents which you have asked us to advance unless you remit. If you can't send a larger sum you had better send check for \$500 & cover these disbursements. - Yours truly, M. W. Seely

Telegraph Signal Boxes.
P. O. Box 2979.

ARTHUR V. BRIESEN,
SANFORD H. STEELE,
ANTONIO KNAUTH.

BRIESEN, STEELE & KNAUTH,
COUNSELORS AT LAW,
229 BROADWAY,
NEW YORK.

Ans. Nov 23/89

New York, November 21, 1889.

My dear Mr. Edison:

FIRMAN v. NEW HAVEN CL. CO.

I have several times unsuccessfully tried to see you in regard to the above case, which you may remember concerns District Telegraph Signal Boxes. As defendant's time expires the last of this month and we cannot take testimony after the 30th, I have noticed your examination for November 27th, 2 p. m., at your laboratory, hoping in the meantime to obtain an interview with you. Won't you kindly write to me appointing sometime, afternoon or morning, when I can call and talk over the case? It will not take very ^{long} ~~much~~ time. I have secured a copy of your caveat from Mr. Serrell, and will bring it with me. If it is more convenient for you to come to New York, you could stop in to see me any time during the day.

Very truly yours,

Henry C. E. Harding.

To Thomas A. Edison, Esq.

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y i u 27 1 t - 1.7
1 2 6 X

Dear Mr. Edison

TELEPHONE
"NASSAU 576"
CABLE ADDRESS
"IRONICAL" New York

P.O. Box 200.



Accepted for mailing at
New York, Nov. 21, 1889

Thos. A. Edison Esq ()
My Dear Sir

I have received the
text of Justice Bradleys decision
in the Sawyer & Man suit
and I want to congratulate you
on this just vindication of
your rights, especially so as
it calls to mind the many
years during which we were
pulling together in securing
your electric light and other
patents, one of which is sub-
stantially sustained by this
decision.

Yours truly,
Ernest W. Snell

Toy Phon
RICHARD H. DYER.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

H. W. SEELY.

(Dictated)

NEW YORK, November 23rd, 1889.

Alfred O. Tate Esq.

Orange,

New Jersey.

Dear Sir:-

Sometime ago I spoke to you about an application of Mr. Edison on the new toy phonograph which had been allowed, and you desired me to write the Edison Phonograph Toy Manufacturing Co. with reference to taking out foreign patents on it before the issue of the United States Patent. I have never had any reply to this letter and I suggest that if no foreign patents are to be taken, Mr. Edison ought to have the United States patent issued. There are still about four months however before it is necessary to pay the final fee.

Yours truly,

H. W. Seely

Pl. 4-515

and
Nov 27/89

Law Offices

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York Nov. 25th. 1889

T. A. Edison Esq.,
Dear Sir:-

Welch vs. Edison. Referring to our recent interview, please let me remind you that you were to hunt up and give me the bill which you paid Williams, of Boston, about \$300, together with any other data which you may have relating to this matter. Probably the party referred to was Charles Williams Jr., then of 115 Court St., Boston, though I am not certain that this was his business title at that time.

Pardon me for impressing on you the importance of prompt and thorough action.

Very truly yours,

J. B. Sullivan

21. 44. - Eng 1021

EATON & LEWIS

S. EATON
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

Nov 25 1889
New York Nov. 25, 1889.

Thomas A. Edison, Esq.,

Dear Sir:

I learn that the Edison Company in England, has commenced a suit on your Feeder Patent in England. Would it not be well for me to communicate with the attorneys, in order to exchange information? If you approve, please send me a letter from yourself to the proper party in London, requesting them to give me full information. I shall then enclose your said letter in one of my own, and thus open correspondence.

Hoping the above will meet your approval, I remain,

Very truly yours,

T. A. Edison

J. B. 1042

Toy Phono
RICHARD H. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET,

H. W. SEELY.

NEW YORK,.....November 26, 1889.

Alfred O. Tate Esq.,
Orange,
N. J.

Dear Sir:-

ack. Nov. 29/89

Your letter of the 25th inst. received and as requested we enclose you herewith a copy of the letter sent by us to Edison Phonograph Toy Manufacturing Co. Our office copy of the drawing which we sent to them at the time has not yet been returned.

Yours truly,

H. W. Seely

[ENCLOSURE]

Toy Phono

Copy

New York, Oct. 19, 1889.

Edison Phonograph Toy Manufacturing Co.

95 Milk Street,

Boston,

Mass.

Gentlemen:-

An application of Mr. Edison for the new toy phonograph invented by him before he went to Europe has been allowed by the Patent Office. It covers a large number of improvements in the construction of the toy machine and Mr. Edison has suggested to us that you may wish to arrange for taking out foreign patents on it before the patent is issued in this country. We have now nearly six months in which to do this but if you wish to do anything in the matter you should proceed at once, so as not to delay the issue of the patent here any longer than is necessary.

We enclose a copy of the claims allowed in this country and also our office copy of the drawing so that you can see what the device is. Please return the tracing when you have examined it.

Yours truly,

Dyer & Seely,

Patents

RICHARD N. DYER,

H. W. SEELY.

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET,

(Dictated.)

NEW YORK, Nov. 27th, 1889.

A. O. Tate, Esq.,

Orange,

New Jersey.

Dear Sir:-

Ans. Nov 27/89
Patent returned Dec. 9/89
We inclose herewith caveat No. 117 for Mr. Edison's signature.

Please have him sign as indicated in pencil, and swear to the oath before a notary public who should affix his seal.

You will also see that the specification is signed by two witnesses.

cat. 1111
We are holding Mr. Edison's sketches and description of this caveat until the caveat has been filed, when we will send it to you to complete your records.

Yours very truly,

Dyer & Seely

to H. O. R

ok o c

1111-47

El Paso, Canada
Per No. 1

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. It is not responsible for any loss or damage to the message or to the property of the sender, and the company will not hold itself liable for errors or omissions in transmission or delivery of telegraphed messages, beyond the amount of cash paid thereon, and it is not now where the claim is not presented in writing within sixty days after receipt by the receiver.

This is an UNREPLICATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. BUCKLEY, General Manager.

NORTH GREEN, President.

| NUMBER | DATE | TIME | TO | FROM |
|--------|------|------|-------|------|
| 11 | In | 16 | Paris | 5X |

Received at: *CHICAGO, ILL. 730* *UN 28-188*
 Dated: *Wednesday June 28 Via NY 25*
 To: *A. D. Sato*

Enclosed find 29/6
Decision rendered in favor of
Edwin Borray
bel Edwin
M. D. Bunt

Per No. 1

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. It is not responsible for any loss or damage to the message or to the property of the sender, and the company will not hold itself liable for errors or omissions in transmission or delivery of telegraphed messages, beyond the amount of cash paid thereon, and it is not now where the claim is not presented in writing within sixty days after receipt by the receiver.

This is an UNREPLICATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. BUCKLEY, General Manager.

NORTH GREEN, President.

| NUMBER | DATE | TIME | TO | FROM |
|--------|------|------|-------|------|
| 42 | in | 9 | Paris | |

Received at: *CHICAGO, ILL. 730* *UN 28-188*
 Dated: *Wednesday June 28*
 To: *Thomas A. Edwin*

382 M. J. B. B.
Canadian decision announced
in our favor today
thanksgiving
H. Hastings

Rebarts

To Charles Batchelor Esq. FROM

LAW OFFICES OF
DYER & SEELY,
40 WALL STREET.

(PATENT BUSINESS EXCLUSIVELY)

New York, Nov 29 1889

Dear Sir:

Will you please send us tomorrow
by messenger the note books left in
the bottom right hand drawer of your
desk by our Mr. Driscoll.
There will be no X-examination
of Mr. Edison.

Yours truly
Dyer Seely

Patents

^{Edison's}
"Edison's New Book"

From the Laboratory

Thomas A. Edison.

Subject

Orange, N.J. Nov. 30, '89

Received of Thomas A. Edison
Six (6) Experimental Books

viz: # 41 -
51 -
52 -
57 -
70 -
133 -

Dyer & Lecky

Mrs Dyer Lecky
Asst Secy
New York

one mulling
RICHARD H. DYER

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
No. 40 WALL STREET.

H. W. SEELY.

A. O. Tate Esq.
Orange,
N. J.

Dear Sir:-

NEW YORK, November 30-1889.

We enclose a copy of patent No. 348,771, issued Sept. 7-1886 to C. Q. Payne on Magnetic Ore Separator, as requested in your letter of the 23rd inst. We had already ordered this copy from the Patent Office before we received your note of the 25th inst.

Yours truly,

*Copy of Patent referred to
in the mulling file
under C. Q. Payne*

Kennelly
RICHARD W. DYER.

H. W. SEELY.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

NEW YORK, December 9th, 1889

Thomas A. Edison Esq.
Orange,
N. J.

Dear Sir:-

Ans. Dec. 10/89

The application for patent which we filed for you on the invention of Mr. Kennelly consisting in heating the plates or the solution or both for an electric light meter has been allowed by the Patent Office with good claims. Do you wish to have the patent issued? If so please advise us and we will pay the final fee. Should there be any assignment in this matter from Mr. Kennelly to you ?

We understand from Mr. Kennelly that since this application was filed another new point has arisen, - that is, to amalgamate the meter plates while they are still hot. If this is a matter of any importance it seems to us an additional patent should be applied for. Please instruct us if you wish us to make an application.

Yours truly,



*Kennelly assigns to me
individually -*

E

PAYEE'S

7x New York Dec. 12th 1889

1865 machine are-

RECEIVED

DEC 18 1889

Mr. Samuel Inaull

Dear Sir:-

Ans'd

12/15

1889

I wish to dispose of my interest in the Multipolar Marine dynamo, which I assigned to Mr. Eadison for a royalty of 19 1/2 per cent. on the selling price. This machine when run at the same temperature and surface speed as the standard Eadison dynamo, will weight only one half as much. From some rough figures I have made on a machine for Central station work, having the output of an Eadison "60" 150000 watts. I get the following results at 180 Revs- 40°C rise of temp. the machine weighs 20000 lbs., and will stand having half load thrown off and on with out moving the brushes or sparking. I will sell my interest in this dynamo for \$12,000. Twelve thousand dollars, and would also like to dispose

of my interest in the Unipolar dynamo
which I also assigned to Mr. Edison
for one per. cent. There has never been
wield one of these, and so I am unable
to say exactly what it can do.

Yours very truly
Justin R. Sully

E G E C

EDISON GENERAL ELECTRIC CO.
44 WALL STREET.

Ans. Dec. 21/89
9 Dec. 26/89

New York, Dec. 13, 1889

O. A. Tate, Esq., Private Secretary,
Edison Laboratory,
Orange, N. J.

My Dear Mr. Tate:--

In our suits for the sustaining of U. S.
Patent 248,424 covering the combination of the inverted lamp and
the reflector, with other elements, it is alleged that the corres-
ponding Italian patent has expired by limitation of term.

Will you kindly give me such information as you have
regarding the facts in this case, and oblige,

Yours very truly,

T. H. Stanton

General Counsel.

Alex. H.
Engen

Edison

TELEGRAPHIC ADDRESSES,
EDISWAN, LONDON.
EDISWAN, PONDERS END.
TELEPHONE NO 3145.

*The Edison and Swan United Electric Light Company,
Limited*

100, Victoria Street.

Ack Jan 6/90
London, S.W. 17th December, 1889

Thomas A. Edison Esq.,
Orange,
N.J. U.S.A.

Dear Mr. Edison,

I beg to acknowledge the receipt of your letter of
27th November together with another from Major Eaton dated Decem-
ber 5th.

I need hardly say that it will afford me very great
pleasure to be the means of giving you any information that we have
at our disposal with reference to the "Feeder" patent. We are how-
ever only in the initial stage and I think we shall best meet your
views by sending a copy of Major Eaton's letter to our Solicitors
Messrs Ashurst, Morris, Crisp & Co., and asking them to supply me
with their views of our present position.

I will write by this mail to Major Eaton in the
same sense as I am now writing to you.

I am very hopeful that we shall establish this pa-
tent and prove it to be of very considerable value.

T.A. Edison Esq., 2.

(Continuation)
The Edison and Swan United Electric Light Company.
Limited

As I had the pleasure of seeing Major Eaton several times while I was in New York and have had the pleasure of meeting Mr. Lewis several times recently in Paris, they do not need any personal introduction to obtain my good offices. In fact you know that I am always glad to do anything I can to promote your interests in this country.

Trusting that you are well and with best Christmas wishes to Mrs. Edison and yourself,

I remain, Dear Mr. Edison,

Yours very truly,

T. Flood Page.

Toy Phone
RICHARD N. DYER.

(Dictated)

LAW OFFICES OF
DYER & SEELY,
(PATENT BUSINESS EXCLUSIVELY)
NO. 40 WALL STREET.

A. O. Tate Esq.,
Orange,
N.J.

Dear Mr. Tate:-

NEW YORK Dec 17-1889.

In the matter of taking foreign patents on the toy phonograph, some of our arrangements are dependent on the precise countries in which the patent is to be taken. If the Toy Phonograph Company has not written you we would take it as a favor if you would stir them up about this matter. Also kindly bear in mind your promise to our Mr. Dyer that you would give us a check on account of the Phonograph Manufacturing Co.

Yours very truly,

Dyer & Seely

Telegraph

Ans. Jan. 5/1890
S. E.

OFFICES FOR PATENTS.

140 NASSAU ST. (MORSE BUILDING.)

P. O. Box 260.

New York, Dec. 30th, 1889

Dear Sir:

It affords me pleasure to inform
you that on Dec. 27th, 1889, your
application serial No. 1142, for patent
for

Quadruplex Telegraphs
was duly allowed.

The final government fee (\$20.) is
payable at any time within six months from
date of allowance. The patent will be
printed and delivered about three weeks
after this payment is made.

Yours truly,

LEMUEL W. SERRELL.

To *Thos. A. Edison*

W
W
W

SAMUEL INSULL.

44 WALL STREET,

New York, Dec. 30th, 1889. 18

A.O. Tate Esq.,

Edison's Laboratory,

Orange, New Jersey.

rc 56

ack Jan. 5/1890

Dear Sir:-

I enclose you a copy of a letter I have received from Dyer & Seeley. Please show this letter to Mr. Edison as soon as he returns home. It has a bearing upon Gouraud's claim as to the amount of money he has expended.

Yours truly,

Samuel Insull

Enc.D.

by Thomas Butler.

[ENCLOSURE]

(Dictated)

December 24th 1919.

My dear Mr. Inshall:

We were not able to furnish you the estimate as to what ^{est.} phonograph ^u Gourd has paid on foreign patents recently, **RECEIVED** attention day to collect the data used for an approximating ^{DEC 24 1919} estimate.

We have sent Col. Gourd ^u papers for each country. He has reported to us having taken patents in quite a long list of countries, 22 in number. Our reports from him do not show whether he has filed all the cases in all these countries, but assuming that he has, or that he intends to, we ^{estimate} ~~are~~ ^{(adding the cases he has actually} reported to us as filed and those in which there has been a sufficient lapse of time to enable him to file the papers) ~~estimate~~ that he has incurred an expense of \$7735.85. He has not had time yet to file all the cases in all the 22 countries, but the expense of doing so would be approximately \$11165.85. The first amount is probably what he has paid, the second is the total it would be called upon to pay. This estimate, if out of the way at all is probably low, but we should say that it is within 20% of the actual amount.

hoping that this will be in some degree satisfactory, we remain

Yours very truly,

(Signed) - Dyer & Dyer

Paris - Germany

(1889-11)

CARL PIERER

Thomas Alva Edison Esquire

Honored Sir :

Your esteemed Representatives, especially Colonel Gouraud, have intrusted me with your patent applications in Germany. You are surely aware that we have to suffer here under rather peculiar difficulties and they can hardly be explained by way of correspondence. I would therefore offer to shortly report on that subject, if it be of interest to you, and hold myself prepared to follow your kind wishes in regard to such matter.

Most respectfully and obediently

Yours

Carl Pierer

Page 4

LIST OF COUNTRIES IN THE WORLD WHICH GRANT PATENTS.

---000---

| | |
|-------------------|----------------------|
| England | Mexico |
| France | Brazil |
| Spain | Argentine Republic |
| Portugal | Chili |
| Belgium | Canada |
| Germany | Hawaii x |
| Switzerland | British Guiana x |
| Italy | U. S. Colombia x |
| Austria | Congo Free State |
| Nassau | Ecuador x |
| Norway | Finland x |
| Sweden | Guatemala |
| Denmark | Hong Kong x |
| Turkey x | Jamaica x |
| India | Siberia x |
| Ceylon | Xinhong |
| Japan x | Haiti |
| New South Wales | Peru |
| Queensland | Serbia x |
| Victoria | Strait Settlements x |
| South Australia | Venezuela x |
| Tasmania | |
| New Zealand | |
| Cape of Good Hope | |

1889. Phonograph - General (D-89-55)

This folder contains correspondence about the technical and commercial development of the phonograph. Some of the letters are by Edison's attorney, Sherburne B. Eaton, and relate to Edison's suit against Ezra T. Gilliland and John C. Tomlinson. Also included are letters about musical recording sessions at the West Orange laboratory, correspondence regarding phonograph exhibitions, and requests for information about phonographs and cylinder recordings. Individual letters pertaining to more than one phonograph company are also filed in this folder.

Approximately 80 percent of the documents have been filmed. The following categories of documents have not been filmed: unsolicited correspondence about the Gilliland-Tomlinson affair; routine requests for information about the phonograph; letters of transmittal and other routine business correspondence; duplicate copies of selected documents.

Form No. 1. *Exhibition*

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and RECEIVES messages only as provided in relation to liability, which have been accepted to be the security of the following message. Errors may be avoided against only by repeating a message twice in the sending station for comparison, and the receiver will not hold itself liable for errors or delay in transmission or delivery of Unrepeated Messages, beyond the extent of such past station, and in any case where the claim is not presented in writing within sixty days after sending the message.

THIS IS AN UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

MORVIN GREEN, President.

| NUMBER | SERIAL | RECEIVED | CHECK |
|-----------------------------|--------|----------|-------|
| 4 | 5 | 900 | |
| Received at <i>NEW YORK</i> | | | |
| Dated <i>New York 12</i> | | | |
| To <i>Thos. G. Wangeman</i> | | | |
| <i>Edisons Lab</i> | | | |
| Kindly fetch Photograph to | | | |
| Beethoven Carnival tomorrow | | | |
| Sunday evening | | | |
| <i>J. M. Chmies</i> | | | |



Kansas City Jan 13 1889

My dear Tate Ans 12/1/89

The New York Herald of the 7th or 8th of Jan'y, speaks of Mr Edison receiving a lot of telegrams from England with messages from Mr Gladstone & others and ends the article by saying that Mr Edison has never been once talking babies at the labors. I am particularly anxious to get one of the babies as I told you ~~that~~ I was last at the Laboratory I am also perfectly willing to pay for it. Can you possibly in any way get me one at a fair price if so kindly let me know and I will advise you where to send



Kansas City Jan 13 1889

Send it.

When I say a fair price I mean that I am willing to pay the retail price or rather what the retail price would be if they were on sale. If ~~that~~ I am allowed any choice in the matter I prefer the doll that says Mamma Mamma &c. but any kind will do. Kindly do this if possible.

And Oblige

Yours

W. S. Logie



THE GRAND PACIFIC HOTEL.
DRANGE, BURKE & Co. PROPRIETORS.

Parlor 1.

Callos. 25/4/89

Chicago, Jan'y 18, 1889

Mr. A. O. Tate,

Laboratory, Orange, N. J.

Dear Tate:

I send by express today two receiving diaphragms which are in bad shape. We have been unable to prevent them from scratching, and I thought I would send them to you and have them either fixed up or have you send us new ones. I would be much indebted if you would return these at the earliest possible moment, because we are badly in need of them. I asked Wangoman to get up a box of new musical cylinders for me and he said he would send them over to 160 Broadway. I telegraphed to Walter Miller over there and instructed him to send them to me at the Grand Pacific Hotel. I have not received them yet. We give an exhibition at the Illinois Club tomorrow night, and I shall be very much embarrassed without them.

I wish to mention to you privately that I notice on the end of all Wangoman's cylinders a peculiar musical trade mark -



THE GRAND PACIFIC HOTEL.
DRAKE, BURKE & Co. PROPRIETORS.

Chicago, _____ 188

like this: 

I think that on the end of an
operatic selection particularly this musical trade mark is a little
out of place.

Yours very truly,

Spillane

TO *My Mr Edison*

MEMORANDUM.

2245-7.

FROM THE

EDISON ELECTRIC LIGHT CO.,

16 & 18 BROAD ST.

New York.

May 18/89 1889

The reporters were
After me yesterday & last night.
But of course I refused to see them
And have given instructions to all
About the place to keep their mouths
Shut. The Tribune brought me a
Message to the Hotel which I had to
Answer. which I did as follows.

"You may quote me as refusing
absolutely to say anything in the
matter. Or you may refer to the
gentlemen themselves. And I am in

TO *✓*

MEMORANDUM.

2246-7.

FROM THE

EDISON ELECTRIC LIGHT CO.,

16 & 18 BROAD ST.

Do excuse the Keeper of

The personal interest of either of them."

This morning however - I notice
the Herald has a very clear &
complete of the whole matter. &
brings the Light Company in, this
will make it difficult for me to
avoid saying anything - but I will
say no more than that the simple
facts are that Mr. Troulson is
no longer our counsel or yours
Yours truly *Ed. Johnson*

EDWIN M. FOX,
ATTORNEY AND COUNSELOR-AT-LAW,
140 NASSAU STREET, (Moros Building.)

NOTARY PUBLIC.

Personal New York, July 18 1889

Dear Mr Edison:

If the story in today's
Herald is true, Conknam and
Gilliland are clearly trustees
of the fund they received and
you are the trustee of the trust.

Now that the facts are public
you have nothing to gain by further
silence.

If you care to compel them
or either of them to make resti-
tution, I am at your service

Sincerely yours

Edwin M. Fox

photo



THE GRAND PACIFIC HOTEL.
DUNDEE, PARKER & Co. PROPRIETORS.

Chicago, January 19, 1889

My Dear Gates:-

I do not believe Mr. Gould has the qualifications desired. I would not care to ^{have} him employed even as a phonograph expert without your first examining him and are aware of his ability to do what he claims he can. I simply know that he is a man of good address and considerable intelligence and that he would like to go to China. I have no interest in the matter however.

I have gotten into a

wages concerning the date of
the invention of the Phonograph
I saw M^r Edison's N. American
Review article but it did not
convince the gentleman. He
thinks there may be a typo-
graphical error I will ask
you therefore in order that
I may claim the wage ~~###~~
(he says phonograph was ex-
hibited in 1875) to give me
information desired on the
enclosed sheet and return
the same to me

We are getting along
very nicely with our
T. & C. Company; we trust
to be through in a couple
weeks

Yours Very Truly
S. J. L. H. G. W.

TAE - friends

But
Jan 24/89

3909 Locust St.

Philadelphia Jan. 22d 1889

My dear Edison:-

Your letter of the 16th is at hand and I have sent it to the Provost. The proposition made by Col. Gouraud seems a fair one and I have little doubt but that it will be acceptable to our authorities. I will let you know as soon as I hear from them.

You were kind enough to say the last time I saw you that you would loan me a phonograph for exhibition to some of my friends here. I have just received a letter from Prof. Remsen of Baltimore asking if I would come down and give a talk to the Club on the phonograph on February 8th. And Mrs Draper would like to invite a small company to her house this month or early in February to see the phonograph, provided I can obtain one for the purpose. Of course we all desire to show this instrument to our friends before it becomes common & is on the market everywhere. So I will ask if you can loan me a specially good phonograph pretty soon. And would it not be a good idea for me to come over to the Orange factory some day next week and familiarize myself with the instrument sufficiently to enable me to make a success in exhibiting it?

The Talon bill is all right. The check was received

last spring and an error was made in crediting
it. The second bill was therefore a mistake.

Very truly yours
George F. Barker.

The Evening Post,
NEW YORK.
EDITORIAL ROOMS.

Jan. 24 - 89.

Ans. 30/1/89

My dear Mr. Edison: You
will see in the Atlantic
Monthly which ought to be
out today an article of
mine on the Phonograph.
There is an error in giving
the date of the ^{first} patent
which I discovered too
late to correct. I will
set the matter right in
another magazine article I am
now writing, and if you
have a copy of the original
patent that you can lend
me for a few days, I should
be obliged; or if you can

give me the number, I
will send to Washington
for it.

I am still waiting
anxiously for my photo-
graph. When it is ready
will you kindly have it
sent to my house, No. 202
West 74th Street, as I
don't want the boys to
play with it.

Very sincerely,
P. S. Muberty.

9.11.18. S.T.
ALL
JAN 29 1899
EATON & LEWIS
S. EATON
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York Jan. 25th. 1899

T. A. Edison, Esq.,

Dear Sir:-

At Mr. Auerbach's request, an interview took place at my office today between him, Lippincott, Bush, Lewis and myself. Auerbach says Tomlinson is an utterly ruined man in this community, and wanted to know if something could not be done to give him back his character. I told Auerbach that Tomlinson had your money, and that the first thing for Tomlinson to do was to give it back to you. Auerbach intimates that perhaps he will advise Tomlinson to hand over the money. Lewis and I were very careful not to give away any part of our case. We answered no questions. If Auerbach or Tomlinson calls on you, perhaps it would be well for you to refer them to me. However, of course you will use your own best judgment about that.

If Tomlinson thinks he can beat us at law, he will fight. If he thinks we can beat him, he will call on you and give you the money. Nevertheless we cannot take the risk of giving them any of the facts of our case.

Sincerely yours,

S. B. Lippincott

Tomlinson, C. H. M. J.

Law Offices

EATON & LEWIS
58 EATON.
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, Jan. 28th, 1889

Ans. 30/1/89.

My Dear Sir:

Replying to your favor of yesterday, please let me say that the reason why I have not sent you the draft of the Resolution, is that I have applied to Mr. Tomlinson to know if he has the original agreement, and am waiting for his answer. Mr. Insull assures me that the agreement was executed, consequently I decided to write a note to Mr. Tomlinson about it. If I do not get track of any original contract in this way, I will then send you the Resolution. Hoping this will be satisfactory, I remain,

Very truly yours,

To

Mr. A. O. Tate, Private Sec'y

E. H. Eaton

How

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

any
20 11/14
Portland Jan 26/97
Mr Thomas A. Edison
Orange N.J.

My Dear Sir -

About a
Year since I commenced
Correspondence with you regarding
the Phonograph - at which time
you gave me assurance that
I should have the handling of
this territory through your
Genl Agent McLaughlin. After
the sale was made to the North
American Co., your Genl Agent
Billiland wrote me the conditions
of affairs and that the N.A. Co
would carry out all your
arrangements and for me to
Correspond with Mr Selin
at San Francisco as he would
carry out your desires and that
I may to have Oregon and possibly
Washington Revy - Mr McLaughlin

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

188

Assured me same thing-
also gave assurance from
Mr. Sabin.

Mr. Sabin has now
arranged with Mr. W. B. King,
J. H. Thatcher and A. R. Strong of
this city to organize, which they
have done. This leaves me and
my friends in the lurch after
spending about nine months
in working up capital to handle
and organize to do your desire
to handle this business -

Mr. Sabin wrote me Jan'y 23rd
1889 that Mr. Thatcher would leave
San Francisco for Portland and
that I would be fully advised of
the manner of organization
and that I was to assist in same.
I am left out entirely - and sit
places me in an awkward
shape with my friends -

PORTLAND & WILLAMETTE VALLEY RAILWAY CO.

188

is this the correct thing and
am I to be left entirely out
awaiting your reply
I am Yours Truly
D. H. Fordyce

Form No. 11

NIGHT MESSAGE

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on condition limiting its liability, which have been agreed to by the writer of the following Proviso, transmission or delivery of the foregoing Night Messages, and in express form. Beyond a sum equal to the actual cost of transmission, and in any case where this is an UNREPEATED NIGHT MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. FOLEY, General Manager.

ROBIN GRAYSON, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|---------|---------|--------------|
| 5 | Pa | ab | 24 paid mite |

Received at **ORANGE, N. J.** 7:30

7/2

1889

Dated Philadelphia Pa

To Thos A Edison

Orange N.J.

Experiment of transmission from New York phonograph and recording on Philadelphia phonograph and reproducing a success will try through Edison transmitter + motograph receiver tomorrow

W. J. Hammer

all right
Feb 5/89

New York, February 5, 1889.

My dear Mr Tate:

Will you please let me know when you are to have the next experiments with the Phonograph and musical instruments, as I should like to run out to the laboratory and be present.

I hope, also, that I will get that phonograph some day. I need it every hour.

Very truly yours,

P. G. A. Albert

207 West 74th St.
Manh.

71-10-10-10

MEMORANDUM.

224-7.

TO My Mr Tate -

FROM THE
EDISON ELECTRIC LIGHT CO.,
16 & 18 BROAD ST.

I am without anything
from the laboratory - Miller told
me that Dippincott said a young man
Frank Osborne - at the laboratory
could rig up another machine &
come to me tomorrow - says Dippincott
said tell Edison to charge the
machine to him - Dippincott told
me this morning that I could
keep the present one as long as I
wanted it - but it now goes with

New York, 7/18/89. 188

MEMORANDUM.

224-7.

TO ✓

FROM THE
EDISON ELECTRIC LIGHT CO.,
16 & 18 BROAD ST.

Miller - Was you therefore ~~ask~~ the
old man if he would put ~~you~~ ^{you}
Osborne on another & let him
come to me? I am all right
for some nice experiments & don't
expect to make a mistake
with it for Sunday Papers
Mr Depew visited me at home
yes today & is extremely interested
in the whole thing - He says
just the sort of people Dippincott

New York, 7/18/89. 188

Needs to see it - I expect him
bring with some of the
Vanderbills & I shall have to
show him only an imperfect
instrument not well handled
Yours truly
Wm. Johnson

Photo - exhibit - 1003

MY
Feb 13/1877

East Orange,
Feb. 7th 1877.

Mr. Collins,
Dear Sir,

At a meeting of
the Ladies' Aid Society of
Calvary M. C. Church, held
Feb. 6th, a vote of thanks
was passed to be extended to
you, for your great kindness
in consenting to exhibit the
photograph in connection with
stereogram views.

Please accept this sincere
thanks, and let me assure you

the ladies fully appreciate your
kindness.

Sincerely

J. C. Mc. Intyre,
Sec.

7-12-89

15th March

Ans. 14/2/89.

to G. P. M.

3909 Locust St.
Philadelphia Feb. 12. 1889

My dear Edison:-

Professor Remsen has postponed
the talks I was to give in Baltimore on the
phonographs and would like to know what day
he can fix for the lecture. Mrs. Draper also has
asked me what day she can come upon
to show the phonograph at her house. In your
letter of Jan. 24th you said in a couple of weeks
you would have a plenty. So I write now to say
that I do not want to bother you unduly and
certainly do not expect you to loan me your own
instruments; but if you can say, exactly, when I
can have a phonograph for the above pur-
poses, I should be greatly obliged.

With the best wishes, believe me

Cordially yours
George A. Barker.

Form No. 1. 106. 10. 10. 10. 10.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to be the sender of the following message. It cannot be held responsible for the transmission of a message held in the waiting station for transmission, and the company will not hold itself liable for errors or omissions in transmission or delivery of telegraphed messages, beyond the amount of tolls paid thereon, nor in any case where the delay is not prevented in writing within sixty days after sending the message.

The main UNREPEATED MESSAGE, and is delivered by request at the similar, under the conditions named above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|----------|------------|---------------------|
| 45 | W. L. W. | 8 paid 416 | found #28 4/16 1889 |

Received at ORANGE, N. J.Dated New York 16To Mr. Wangermann90 Edison's Lab

Sunday impossible for quartette
any other day Convenient
L. M. Ruben

Exhibition - 1849

70 Walnut St.,
East Orange
Feb. 11th 1849.

Wm. A. O. Tate
Dear Sir

Your letter
of the 1st instant received.
The exhibition I referred
to, is to be held this evening
Feb. 11th in Commonwealth
Hall, East Orange, under
the auspices of the Ladies'
Aid Society of Calvary M.
C. Church.

The committee in charge
have instructed ^{me} to say, that

Mr. Kennedy and Mr. Cannon
have been interviewed on this
subject, Mr. Odium having
introduced both gentlemen to
them.

All the arrangements have
been made through Mr. Odium
directly with Mr. Odium.

I have written these details,
fearing that may have been
some misunderstanding in the
matter.

Sincerely,

J. B. Mc. Enroe,
Sec.

GEORGE W. RIDDLE,
A. SYDNEY RIDDLE,
HENRY SALUSALTH WARD,
J. FODMAN PAUL,
JOHN J. WILKINSON.

TELEPHONE NO. 1126.

[NEW YORK OFFICE, 150 BROADWAY.]

ans. 28/2/89.

RIDDLE & WARD,
COUNSELLORS AT LAW,
308 SOUTH FIFTH STREET,
PHILADELPHIA, *Feb'y. 18th 1889* 1889.

Dear Sir:-

My friend, Professor George F. Barker, told me a few days ago that you expected your phonograph would soon be perfected, and I write to ask you whether you have made any arrangement with any individual or company for the manufacture, distribution, or sale of this instrument in the State of Pennsylvania. If you have not made any such final arrangement, I should be glad to know what your ideas are, as several friends of mine who are among our most active and energetic business men might, I think, like to form a company to introduce this invention when perfected.

When you answer me please let me know when the invention will be mechanically perfected so as to be capable of useful introduction among business men.

You may recall that our firm represented you in the case of *E. H. Wilson & Co. vs. Thomas A. Edison.*

Yours respectfully

A. Sydney Riddle

Thomas A. Edison Esq.

Menlo Park,

New Jersey.

THE BATES MANUFACTURING COMPANY,

NEW YORK.

OFFICE, 42 WEST 23D STREET.

Feb'y 19th, 1889.

A. O. Tate, Esqr.

Care of Thomas A. Edison, Esqr.

East Orange, N. J.

My dear sir:-

I am desirous of procuring a Phonograph and have applied for one at the Phonograph Company's office on 5th Avenue, near 28th Street, this city, but am informed that I cannot be supplied with a machine for a month.

I understand that they have discriminated in some instances, supplying certain applicants with machines at once. If possible, will you kindly suggest some way of hastening the fulfillment of my application?

Yours very truly,

Edwin G. Bates

*Is Toffan connected with this
company?*

THE EDISON LAMP CO.,

Harrison, N. J., *Dec 9* 188*9*

W.D. Fairley
Orange N.J. *AM*
Dec 21/89

Dear Sir

A lodge of which
I am a member is going
to give an entertainment
in the Y. M. C. A. rooms the
latter part of mch or the
first of Apr. and as one of
the committee I would like
to know if it is possible for
us to secure the use of a
phonograph, together with an
expert to operate it and to
give a short lecture, the
whole to occupy about one
hour, or an hour and a
half, in early rej if convenient

THE EDISON LAMP CO.,

Harrison, N. J., 188.....

will make a report at
our next meeting, and
very much oblige me.
Yours truly

Chas. H. Hooley

Price 3 dms.

Ans
Nov 24/89

Concepcion, Chile,
Feb. 20, 1889.

Mr. T. A. Edison,

Orange, N. J.

Dear Sir:-

I have an idea in regard to the Phonograph which it may suit you to investigate.

Prepare an endless tape covered with wax or other substance now used as the receiving medium, very much like the old Morse register tapes. Wind this on a very large reel to avoid creasing, & between each turn run a second tape of oiled tissue paper to prevent sticking. Pass the tape over the cylinder & in place of one inditing stylus on the diaphragm use two or more. Thus you get a copy at once, & if the tape be perforated in the centre the copies are easily separated. Of course I understand the difficulties of preparing the tape, properly guiding it, &c.,

but I think you can overcome all these "bugs" & get a record in more portable form than at present. I should try a diagram like this, for 2 points:



In which A A are the points of suspension & B B the stylus. All this may be old & N. G. But as I have not yet seen the new instrument, these points occur to me; in fact I dreamed the whole business, & if not tried I hope you will experiment. If it turns out all right, all I ask you is to cable me as follows:

"Stewart, Conception Child. Successful."
all the rest belongs to you, but don't fail to let G. G. close his contract with me at once, & send an instrument.

Yours, as ever,
Wick Stewart.

1. View - as before

CHARLES B. SMITH,
WHOLESALE DRUGGIST,
801 BROAD ST.

Ans. 22/2/89

NEWARK, N. J., *Feb. 22*, 1889

Mr. Chas. E. Smith,

Dear Sir,

We Mr. W. Hyatt
unhappy will take the liberty of
calling at your laboratory on Sat-
urday 23rd Feb about 2 o'clock,
A.M. with the hope of making some
arrangement for exhibiting your
marvellous Show of A. at an early
date, in the Church of the Holy Cross.
I had the great good fortune of
hearing it "talk" at "St. Michael's
-on South Hall" last Monday Evening -

Yours truly,

W. Hyatt



Bridgeton, New Jersey, U.S.A. Feb. 28th. 1888

Answering Yours of 21st.

My Dear Sir:-

Your letter received. I do not care particularly about the copy of the phonograph article I sent you, unless you were going to destroy it, in which case you may re-mail to me. If however, you would like to put it upon file please retain it.

I should be glad if Mr. Edison would give a few moments attention to the salient points of this article, as it explains definitely the matter about which I was talking to him last Wednesday upon the occasion of our delightful visit to the laboratory.

Mr. Edison then expressed to me the opinion that there might be something in my scheme of the magnetic cord or wire (as a medium of record) as pertaining to music, but very likely not in articulate speech. Will you kindly recall to him the conversation and see if he is willing at some future time to take up the matter and see if there is anything in it? With regards to Mr. Edison, I am

Faithfully yours,

Charles Smith.

Mr. A. O. Tate.

[ATTACHMENT]

SEPTEMBER 8, 1888.

THE ELECTRICAL WORLD.



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ESTABLISHED FORTY-SEVEN YEARS AGO.

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AND HAS WELL MAINTAINED ITS LEAD.
IT HAS THE LARGEST CIRCULATION

THE BEST ADVERTISING MEDIUM.

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Superior quality and complete service in printing. Advertising or the

A Parisian Electric railway, with its use of steam and its stifling fumes, was all that could be expected in subterranean passenger traffic, it was hopeless to attempt to get other cities to adopt the system. Here in New York we resorted to the overhead lines, which are little better, for while the patrons of the road travel in open air, the people who live along the track, in the various avenues, have to submit to dust, smell and noise that are well nigh unendurable. Now, however, that electricity has demonstrated what it can do, the engineering mind reverts to underground projects, not only for New York, but for Philadelphia and Chicago. In due time some of these promising schemes will be carried out. Our English correspondent made note in his interesting letters recently of the plan now being urged in Paris for an electrical underground road there. The details are said to have been skillfully worked out, but, as usual, the municipal authorities are the stumbling block.

Photograph Record. A SHORT while ago we published an able article by Professor Houston, in which he suggested a number of possible methods for obtaining photographic records and reproducing them. That the subject has already been considered by not a few is shown in the article printed elsewhere, in which the author, Mr. Charles Smith, publishes the conception arrived at by him some time since. Some of these have already been suggested by others, and some are of such a nature that, as pointed out by the writer himself, it seems problematical whether they can be reduced to actual practice. Especially is this the case in that method in which it is proposed to use magnetic particles, or a magnetic ribbon, as receivers of magnetic intensity varied by the varying strength of electric currents induced by the voice of the speaker. The electrical method suggested seems probably the most promising of those mentioned by the writer. But it may be asked whether its employment will effect a gain, either in the distinctness or in the easiness of articulation of phonographs already in use, for unless such be the case the advantage is not apparent.

Some Possible Forms of Phonograph.

BY OSWALD SMITH.

There being nowadays throughout the scientific world great activity of thought regarding listening and talking machines, the readers of THE ELECTRICAL WORLD might be interested in a description of two or three possible methods of making a phonograph, which the writer conceived some years ago, but which were laid aside and never brought to completion on account of a press of other work.

One of these methods is rudely shown in Figs. 1, 2 and 3, the construction and operation being as follows: A is a mouth piece and diaphragm, springing and indexing need, as in the Edison machine. B is a reel, carrying a ribbon of iron, steel or other substance capable of being temporarily softened by heat. This ribbon is unwound from B and wound on to another reel C, which is revolved slowly by clock work or other means. D is a supporting roller (or stationary bar) with a flat groove the width of the ribbon B, and having a V-groove in the bottom of it for the needle to descend into, as seen in Fig. 2. F is a loading lamp, which, of course, must be protected from draughts, etc., and is in the receiving apparatus or transmitter. The ribbon B being short at the point where, for the time being, it is hot, receives the indentations as easily as the full length of the wire. As the wire gets to reel C and is thus much harder and more durable than the foil. The same apparatus can be used for the "latter," as in Edison's machine. It is only by drawing it out having the indented ribbon made of a hard substance by using a special talking diaphragm G, Fig. 3, which will acquire the same accuracy in the recording of a letter if, with the ribbon B being hard enough not to lose its form by the increased pressure due to the leverage, as the foil would do.

The probable advantages of this form of apparatus are: 1. The loudness of voice produced by the increased amplitude of vibration. 2. The simplicity and cheapness of the whole machine—there being no accuracy in "registering" devices beyond having the groove in roller D to about fit the width of ribbon 2. 3. The cheap material of which the ribbon may be made. 4. Durability of re-

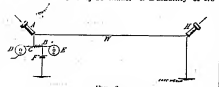


FIG. 1.

lives, even with out-repeated use. 5. Convenience and freedom from injury in handling and transporting the ribbon—recording when wound on to a reel of iron, steel, or other hard material, this ribbon would, if of iron or steel, probably be as strong as wire, and as thick. 6. In draughts, possibly fatal ones, would be the difficulty of evenly heating the metal ribbon and the possible rapping noise which would occur in the diaphragm when the sound was reproduced. A modified and somewhat simpler form of the above project might be employed by using an ordinary wire instead of the ribbon C, and of having a diamond-shaped needle to indent it into a flattened and somewhat widened form, wherever it was struck.

The above two methods are, of course, wholly mechanical, as is the ordinary Edison machine. The proposed apparatus is, however, purely electrical, and is, as far as known to the writer, the only one fulfilling most conditions that have been suggested. It is the recording part of an electrical phonograph. Fig. 5 is the talking part of the same. Many of the pieces, as D, E, B, C, etc., can be the same ones as were used in Fig. 4. Fig. 6 shows the same ones as applied to a telephone line wire, so as to speak at a distance and at the same time record what is said, thus making a recording telephone. The sketch shows only the essential parts, without the supporting framework, etc.

In Fig. 4 the voice or other sound is delivered into an ordinary telephone A. Preferably, this should be a wireless transmitter or so as to have a battery B in the circuit, and thus use no current at all. Possibly, however, a Bell telephone without a battery would answer the purpose. In either case the current, broken into waves of varying lengths and intensities corresponding to the vibrations of the diaphragm in the telephone, passes in its circuit through the helix B, converting into a permanent magnetizing piece or bar, steel wire may be at the time within the helix. Through this helix B passes the cord, string, steel, ribbon, chain or reel C, made wholly or partly of hardened steel, and kept in motion by being wound on to the reel E from off the reel D, E being revolved by hand, clock-work or other means. J is a sensitive spring or lens pressing against D to keep the cord taut.

When in operation with the undulatory current from the telephone A passing through the helix B, the cord C becomes, so to speak, a series of short magnets grouped into alternate surges and attenuations of magnetism.

B, Fig. 5, should be made of a very short bar, one containing a helix, a better one would be to let a coil pull over a helix, or a helix pull over a coil (or a helix between two coils) of an electric magnet with B for its helix.

The actual lengths of these groups depend upon the speed of their motion, but their relative lengths depend upon the relative lengths of the sound wave, and their relative intensities depend upon the relative amplitudes of these waves. The cord C therefore contains a perfect record of the sound, far more delicate than the indentations in the foil of the mechanical phonograph. The probable construction of C would be to a coil, wire or chain, around whose fibres would twine (or otherwise wind) hard steel wire, or short strips of very fine steel wire, or other material. The cord would, of course, become a complete magnet. Other forms of C might be brass, lead or other wire or ribbon through which the steel dust was mixed in melting—with hardened barbed wire in the case of brass or any metal with a high

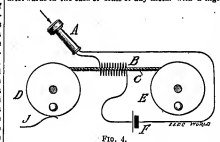


FIG. 4.

melting point. Another (but too expensive) form of C would be to take wire or metal in the shape of a coil, each coil affected each other too much when in contact, each alternate coil could be of non-magnetic material. This coil would not be so delicate as the steel magnet, because the effects of a given vibration might extend half way along a link. Another imaginable form of C would be simply a hard steel wire, but it is scarcely possible that it would divide its use properly into a number of short magnets. The magnetic influence would probably be distributed along the wire in a more totally depraved way, with nodal points just where they were wanted. If it could be made to work it would obviously be the simplest thing yet suggested.

The cord C, as shown above mentioned would seem to be preferable to anything else on account of its cheapness, lightness and flexibility. The Lord's Prayer could be written upon a few feet of thread or string, while a young lady receiving a small spot of cotton from her lover would think herself amply requited if it was not "warranted 800 yards long."

In Fig. 5 the arrangement is precisely the same as in Fig. 4, except that the steel wire is made through the telephone wire H and the recording telephone, B, is in place of the helix, and thus the recording is made in the helix of the lib, and thus the recording is made in the helix, while listening to the impetuous pleadings of a true bright young man, he perceives the evidence for a future breach of promise with him.

To make the thread or cord C talk back, it is, after having been revolved on to reel D again drawn through a helix B, Fig. 6, in whose circuit is the "talking" telephone A, probably a Bell receiver. Of course it is drawn through at approximately the same speed as before, in passing, the same permanent magnets in the cord C inducing the same permanent magnets in the helix B, and thus the recording is made in the helix of the lib, and thus the recording is made in the helix, while listening to the impetuous pleadings of a true bright young man, he perceives the evidence for a future breach of promise with him.

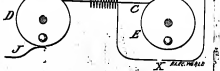


FIG. 5.

amplitude. A more exact analogy would be, however, the current in the helix of a solenoid; if the ordinary action was reversed, and the current in the helix was reversed, the waves of current will correspond in length and relative intensity with the original wave currents, and will therefore reproduce the vibrations in the original helix in the diaphragm of the telephone at any time in the future. If much induced currents are not strong enough to produce sufficiently loud sounds it is possible to use a solenoid at helix, but this has not yet been thought out.

Like the two mechanical methods, the proposed electrical method has never been worked out in completion. The writer would far enough with it to build a temporary apparatus and to develop a successful machine for spinning metallic dust into a cotton cord, but was

obliged to lay aside the whole thing before arriving at any accurate results. The experiments showed that it was difficult, with our tools, to handle steel filings on account of excessive oxidation. Experiments with hardened steel wire, broken in a special machine into very short pieces, showed that they must not be too short—say not less than three or four times their diameter—they could not be automated with magnetism to any appreciable degree. Possibly this is because the poles (or points) of magnetization of a magnet lie at some distance from the ends of the bar, and consequently neutralize each other when the bar is too short. If this theory is correct, it would prevent making magnets of steel dust, the grains of which are supposed to be as small as bread as they are long.

To make a little, I may be remarked that such a theory does not seem to agree with the fact of a magnetic polarity in approximately spherical or cubical bodies, like the earth, or a chunk of ironstone, possibly, however, that they would be much stronger magnets if elongated; and the tiny pieces of wire above referred to, may pass as much strength in proportion, though it be scarcely perceptible on account of their smallness.

The writer possesses to a good deal of ignorance upon the subject, but he was somewhat surprised to find that equal amount in several well known electrical works he consulted and also to find that none of the books he consulted had given any definite hint regarding the best proportion for permanent magnets. Their authors, however, (when saturated) in pulling power. Surely, there is in this department of electrical science a good deal (magnetic field) for a number of lines of force—magnetic lines—to work in, a field of useful experimental.

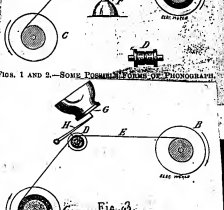
To return to our unsatisfied cord as a "phonograph," it is possible, as the writer has mentioned, that it would be useful in the grand diameter and length which would be required to hold this cord of sufficient strength and quantity. This, however, can be determined by experiment only at hand gave any definite hint regarding the best proportion for permanent magnets. Their authors, however, (when saturated) in pulling power. Surely, there is in this department of electrical science a good deal (magnetic field) for a number of lines of force—magnetic lines—to work in, a field of useful experimental.

Another general principle which may perhaps be adopted for a phonograph is that of a variable conductor. Possibly a cord or ribbon may be made of a poor conductor (perhaps a flexible substance impregnated with carbon), and may then be made better and worse in certain spots by the action of the "magnetizing" instrument, either by making spots of the cord denser or thinner, in some way, or by the action of the diaphragm. This method, of course, would be entirely mechanical. The reproducing, on the contrary, would be wholly electrical, and would consist of passing a current through a conductor which was broken by a space or a constriction section of the moving record. This current would pass through a receiving telephone and would, obviously, be thrown into the proper modulation of strength by the varying conductivity of the cord, as it passed along by the motion of the lib.

The writer has not worked out the details of this latter scheme as completely as in the other mentioned schemes upon paper. He has not the time, to say nothing of the properly equipped laboratory, to carry the ideas suggested to their logical conclusion of success or failure. He does, however, think them public, hoping that some of the numerous experiments now working in this field may find in them a germ of good from which something useful may grow. Should this be the case, he will doubtless get due credit for his share in the matter; but, on the other hand, these suggestions were written up for the benefit of the world, and he has no intention of claiming a patent for them.



FIG. 6.



Dictated Edison 1889

Mills Building,

New York, Feb. 27 1889

Dear Mr. Edison: ans. 26/2/89

Have you any objection to
my sending a gratification to your
Assistant, who exhibited the phonograph
at our party?

Yours truly,
H. Villard.
per.

From exhibit

Unknown
March '89

Mr Edison -

Dear Sir

The ladies of the Good
Shepherd Aid Association
wish me to send you their
most sincere thanks for
the photograph you so
kindly sent to the Rainbow
Bazaar -

It was one of its attractions
& helped to make the
Fair the success it certainly

was -

Again thanking you very
much. I am

Sincerely yours

Eliza Brown

Secretary -

Good Shepherd Aid Association

~~The~~

Thomas A. Edison Esq -

Orange -

N. J.

Form No. 1

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed by the sender of the following message. Errors can be proved against only by opposing a message back to the sending station for correction, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of value paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

THIS IS UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | EDIT'D BY | CHECK |
|--------|---------|-----------|----------------------------|
| 39 | zi | ab | 9 paid foned G. Wangermann |

Received at ORANGE, N. J.

516

3/1

1889

Dated New YorkTo Prof. WangermannEdisons Lab

Will call tomorrow morning
with Fannie Bloomfield the
pianist
L M Rieber

Form No. 1

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed by the sender of the following message. Errors can be proved against only by opposing a message back to the sending station for correction, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of value paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

THIS IS UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | EDIT'D BY | CHECK |
|--------|---------|-----------|----------------------------|
| 17 | mi | ab | 11/18 paid foned G. Miller |

Received at ORANGE, N. J.

11/18

3/7

1889

Dated New YorkTo Professor WangermannEdisons Laboratory

My little child being very ill
suddenly impossible to come regret
exceedingly compliments
Madame Fursch Madi

Photograph
Wm. M. CLARKE,
INVESTMENTS, BONDS,
80 BROADWAY,
ROOM 212.

New York, Mar. 8, 1889

Mr. C. O. Tate

Ans. 15/3/89.

My dear Sir:

I tried to telephone you this morning in regard to Edison Phonograph Toy Co. stock. I am told that some of the stock is held by some of the boys about the Laboratory and I would like to have them fix a price upon it as I may be able to sell it. Will you please telephone me to-morrow morning (as early as possible since it is a half holiday) stating quantity and price. We can probably make a trade by telephone but I am not authorized now to make a bid. Better get their offers in writing so that you can be safe in making me a firm offer. You may reach me by telephone at "New 100" (Office of H. L. Morton & Co. 56 Broadway) Ask for me or for Mr. Morris.

Perhaps you don't know who I am

WM. M. CLARKE,
INVESTMENTS, BONDS,
60 BROADWAY,
ROOM 215.

New York, _____ 188

You used to meet me at the Laboratory
last spring when I went there nearly
every day to look up the phonographs.
You have also met me at the Electric
Club several times and at the Hoffman.

I want to buy some Metropolitan
Phonograph stock also for which I
can offer 24 today.

Very Truly Yours

Wm M. Clarke.

SPECIALLY ADAPTED FOR

Planing Mills,
Cooperage, Bush, Dowel and Blind Work,
Furniture, Chair and Brockton Pictorial,
Car, Railway and Agricultural Works,
Sugar, Cattle and Wagon Builders,
Spoke, Wheel and Haulage Pictorial,
And General Wood Workers.

Send Small News,
Send Names and
Send Saw Mills.

Cable Address,
"Egan, Cincinnati."

232, 234, 236, 238, 240, 242, 244, 246, 248 and 250 W. Front St.

THE EGAN CO.

— MANUFACTURERS OF —

IMPROVED AND PATENTED

Wood Working Machinery,

PATENT HANGERS, SHAFING, PULLEYS AND COUPLINGS.

Our Great Claim to Superiority are the Convenience and Durability of all our Machines,
and Excellence of Workmanship.

Cincinnati, O., U. S. A. *Feb 16th 89*

Thomas G. Egan, Esq.
Dear Sir,

Turning the particulars of
the late photograph deal I can say something
that may be of some interest to
you. The writer for *Spinn* has been a friend
of mine and at one time associated with Mr. H.
Gilliland for the past twenty years, and of course
I am well acquainted with his history, his doings
and upo. During that time I had occasion
to observe certain traits which are at the present
time causing silence on his part. We must
admit that Gilliland made the Photograph
occupy a position whereby it became a valuable
property to him and also ought for as
a means to give value to something which
did not have appearance of probable worth.
That he brought the Photograph to a plane
of publicity thereby giving it a value we also
admit. - I understand me I do & not lose
sight of the mechanical and inventive features
these things are more and deserve too.
But I look at merely the fact that Gilliland

Specially Adapted for *
 Rolling Mills,
 Carpenters, Sash, Door and Blind Work,
 Furniture, Chair and Basket Staircases,
 Oak, Railway and Agricultural Works,
 Buggy, Carriage and Wagon Builders,
 Spoke, Wheel and Branch Turners,
 And General Wood Workers.

Band Saw Mill.

Band Saws and

Band Saw Mills.

CABLE ADDRESS,

"Egan, Cincinnati."

232, 234, 236, 238, 240, 242, 244, 246, 248 and 250 W. Front St.

THE EGAN CO.

— MANUFACTURERS OF —

IMPROVED AND PATENTED

Wood Working Machinery,

PATENT HANGERS, SHAFTING, PULLEYS AND COUPLINGS.

Our Great Claims to Superiority are the Convenience and Durability of all our Machines, and Excellence of Workmanship.

Cincinnati, O., U. S. A.

6. Sir, bring out the Phonograph whereby it could be sold to a big profit. As to the deal I will not say anything here respecting it. You have your share, Gulliver this. But you are not friends, you have been intimate and should be again. You say that I say you can't get along without him. You can; but I do say you can get along with ^{him} better, for many reasons than any one else. You have after intentions to put on the market - where is the man that can do it better? You know him and you know his worth. It is worth to you in a money sense in the future more than you and he got out of the Phonograph. At no time you could have arranged matters entirely satisfactory to you, but instead, you took advice which immediately clouded by G's mouth and brought about the estrangement which now exists. It was unfortunate for you and to him, that this was done. He will not now take the initiative but it might be brought around two, one provided however it is agreeable to you. You had best be friends - In no sense the public demand it and in another the public

Specially Adapted for
 Saws, Mills,
 Carpenters, Sash, Door and Blind Work,
 Furniture, Chair and Bracket Factories,
 Car, Railway and Agricultural Works,
 Buggy, Carriages and Wagon Builders,
 Spoke, Wheel and Handle Factories,
 And General Wood Workers.

Hand Scroll Saws.
 Band Saws and
 Band Saw Mills. "Egan, Cincinnati"
 Nos. 224, 226, 228, 240, 242, 244, 246, 248 and 250 W. Front St.

THE EGAN CO.
 — MANUFACTURERS OF —

IMPROVED AND PATENTED

Wood Working Machinery,
 PATENT HANGERS, SHAFTING, PULLEYS AND COUPLINGS.

Our Great Claims to Superiority are the Carelessness and Durability of all our Machines,
 and Excellence of Workmanship.

Cincinnati, O., U. S. A.

③ Look for it anyhow. Together you made me of the most remarkable transition. Up the times and during the progress of affairs money had to be raised who raised it? Admitting that he is independent and that you are too. I well understand to be the medium whereby a reconciliation can take place. Truly, going to Europe ere long, I will say that I have had no communication whatever on this subject with him, and merely suggest the idea to you and I assume it is possible. What say you? Do not react too much. do not walk beyond reason and by all means do not forget that you were once fast friends. You should be friends again and good friends. You will need him and his knowledge of affairs has made him in a financial sense a very strong man. — a stronger man than any you have around about you, the man succeeds and "Success always succeeds". I have been one of your stout friends for years and am now and it is my strongest desire that you come together again. So I propose with your consent to bring the matter about in as easy a manner as possible. You

• Specially Adapted for •

Planing Mills,
Carpenter, Bench, Door and Blind Work,
Furniture, Chair and Basket Factories,
Oar, Helvey and Agricultural Works,
Buggy, Carriage and Wagon Builders,
Spoke, Wheel and Handle Factories,
And General Wood Workers.

Read Sewall House,
Read Resaw and
Read Saw Mills
"Egan, Cincinnati."
232, 234, 236, 238, 240, 242, 244, 246, 248 and 250 W. Front St.

THE EGAN CO.

— MANUFACTURERS OF —

IMPROVED AND PATENTED

Wood Working Machinery,

PATENT HANGERS, SHAFTING, PULLEYS AND COUPLINGS.

Our Great Claim to Superiority are the Convenience and Durability of all our Machines,
and Excellence of Workmanship.

Cincinnati, O., U. S. A.

(4)

will remember me a connection with the Western
Electric Co. of Chicago, and the Gileland Electric Co.
Indianapolis. I am in earnest in this matter for
I believe it will be of paramount interest to
both. This I know that the success of the Phonograph
will bring to you in other inventions opportunities
to do as well if not better. In closing Mr. Edison
I will say that this effort or proposition is my
own idea and unknown to any of the Gilelands
if you do not approve of it say so - if you do
I will observe secrecy absolute until absolute.
In any case it will not become public in any
way. Trusting I will have the pleasure of
hearing from you by return of mail. I remain
Yours truly
James T. Brown

Address me,
Egan Co.
Cincinnati, Ohio

NOTARY PUBLIC.

[illegible]

New York, March 19th 1889 188

Secty Orange N.J.

Dear Sir;

Please advise me whether application for rights and licenses under the phonographic patents as the same are applicable to clocks must be made to Mr Edison or whether he has parted with the same. If he is open to entertain a proposition a client of mine of means will I think make him a cash proposition relative to the same.

Truly Your

Yours


Memorandum

Call Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N.J. March 22/1889

Dear Father:

I have been around
all the apparatus and
every thing I have used
now. I must say I like
much on the whole graph
today and for in your
anything I ever had.

Yours truly
Thomas A. Edison

MICHIGAN AVENUE,
Bet. Madison and Monroe Sts.
CHICAGO.

CYCLORAMA
OF THE

G. D. BOND,
Manager.

MERRIMAC AND MONITOR

NAVAL BATTLE.

Ans. 6/24/88

Sept 2 1889

Prof. Thompson

Dear Sir, I have
been desirous for years to produce
the results of battle in the service
of man. I am interested in.

Have experimented a great deal with
Mr. Johnson's way of blowing up the force
with your old dynamite.

It did not produce results good
enough and was too uncertain.

Have seen the same thing here
with your last invention. But what
such a man has promised me is
a machine that will throw the
explosive out in a room. But he
has been sick and not been able
to deliver it. I am anxious for some
time past. If anything can be
done in the matter it must be
now as the season opens.
I am producing the dynamite by

Various instruments very easily, but
lay me to work, hard, and frighten
people. I want these services
to be considered in the instrument
and mingled P.C. The primary noble
fine & the dis. ent. cannot that
is necessary.

If this idea can be carried
out it will open a new field for
your mission and give it great
publicity.

Please let me hear from you

Yours Sg

A. J. Goodland

ans
apc 9/29



J.B.
W. B. POWELL
CHAS. A. POWELL

10 FRONT & LAUREL STREETS

Philadelphia April 5th 1889

J. W. Edgerton Esq

My dear Sir

I am making a Spring Motor for Sewing Machines to have understood that a power of this kind could be used to run the Phonograph. The power is uniform, and will rotate the cylinder, at a regular speed, until it requires rewinding, it is very compact, and cheap.

It is the only motor that has met the approval of the S.M. people -

If you think that it could be used to advantage by you, I will get one up for you at my expense.

Yours truly

John B. Powell

620 N. 8th St.

Philada

The case will be }
12 x 14 inches }

Gilliland - Tomlinson

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. EATON,
EUGENE H. LEWIS

New York April 8th. 1889

ack 12/4/89

T.A. Edison Esq.,
Dear Sir:

Referring to our agreement with Mr. Lippincott not to bring suit against Messrs. Gilliland and Tomlinson for six months, I beg to say that the time expired on the 5th. inst., three days ago. So far as Mr. Lippincott is concerned, there is nothing to prevent our commencing suit now. Awaiting your further instructions in this regard, I remain,

Very truly yours,

S. H. Eaton

Dictated to Stenographer by.....

TELEGRAMS. OLRIK, LONDON.

*ans
Apr 28/89*
Private.

27, Leadenhall Street,
London, April 10th 1889.

LEWIS OLRIK & Co.,
Engineers,
COILER MACHINERY TO S.M. WAR
AND IRON OFFICES.

Makers of the "Field"
Patent Bore and
Tubes.

High-class Engines
of all descriptions.

AGENTS FOR
MATHER & PLATT'S
Piston Clusters,
Elastic Metallic Pistons,
Valves, Fittings, &c.

All descriptions of
Pumps for Water
Works and other
purposes.

THE
"Circular" Spiral
Refrigerators.

SPECIAL TURNING TABLE
for re-boring
Cylinders in their
places from 12 ins. to
120 ins. diameter.

EARTH-BORING TOOLS
of every description.

BOLDER & BROTHERS
"Guller" & the Stirrer
and
"Chestnut" Injectors.

SEALE'S
Patent Food
Water Purifiers
and Monitors.

J. Aldison Esq.
Dear Sir,

We have tried about 20
forms of driving instead of giving them
your original form of gears in
the liberty of addressing you on the
subject of your latest phonograph. I am
an old school fellow of our late Mr. Harry
Olrik, having been in the service of the firm
for nearly 20 years. You will remember our
Mr. Harry Olrik was distressed on behalf
of Messrs Mather & Platt of Manchester, but
also am personally well known to these last
named gentlemen. I have improved the instrument
until some future time
I make one of your first phonographs for
amusement & send a drawing of your last
machine in engineering; made one of these also,
it has seemed to me that the very fine screw-
thread you use (about 100 to the inch I believe)
in driving the recording instrument forward is
likely to give trouble to the general public
who are, as far as my experience goes, down-
right stupid & clumsy when handling a delicate
machine. Now, Sir, I have noticed in a machine
which we have been in constant use on steam
engines the identical problem that you are
working out in your phonograph, & I have
(1)

Dictated to Stenographer by.....

TELEGRAMS, OLDRICK, LONDON.

27, Leadenhall Street,

London, 188.....

E.C

LEWIS OLDRICK & Co.,
Engineers,
GOLDER MAKERS TO H.M. NAVY
AND INDIA OFFICES.

Makers of the "Field"
Patent Bellows and
Tubes.

High-class Engines
of all descriptions.

AGENTS FOR
MATHER & PLATT'S
Friction Clutches,
Elastic Metallic Pumps,
Valves, Fittings, &c.

All descriptions of
Pumps for Water
Works and other
purposes.

THE
"Circular" Spiral
Refrigerators.

SPECIAL PORTABLE THIRDS
for re-boring
Cylinders in their
places from 12 in. to
120 in. diameter.

EARTH-BORING TOOLS
of every description.

GOLDEN & BROOKS
"Ejector" Silt Strainers
AND
"Ejector" Injectors.

SEALE'S
Patent Food
Water Purifiers
and Heaters.

drawn out this device applied to your device
& shown it to one or two experts here. Their
opinion, with my own, is that it entirely does
away with the fine threaded screw difficulty
& leaves you to all the other ingenious devices
in your phonograph just as now. It does
away with the fine screw altogether, & the
phonograph would thus be as strong & simple
as a knife cleaning or other simple machine.

I would with pleasure offer you a drawing
of this arrangement, & should expect a small
remuneration say £500. for the design.

Of course you will want to be satisfied that
it is quite practicable, & that that you have
not previously tried it, & this places a little
difficulty in the way.

I would be quite
willing to take Messrs Mather & Platt's opinion
as to its superiority over the present mode of
driving in your machine & perhaps you can
kindly suggest some mode by which my ideas
can be conveyed to you, so that I obtain the
remuneration I think I am entitled to, & that
you do not pay for anything that will not be
serviceable to you. I have watched your machine

Dictated to Stenographer by.....

TELEGRAMS, OLDRICK, LONDON.

27, Leadenhall Street,
London, E.C. 188

LEWIS OLDRICK & Co.,
Engineers,
BOLTON WORKS TO S.A. WAR
AND INDIA OFFICES.

Makers of the "Field"
Patent Bellers and
Tubes.

High-class Engines
of all descriptions.

AGENTS FOR
MATHER & PLATT'S
Frisson Clutches,
Elastic Metallic Pistons,
Valves, Fittings, &c.

All descriptions of
Pumps for Water
Works and other
purposes.

THE
"Circulus" Spiral
Refrigerators.

SPECIAL PORTING TACKLE
for re-boring
Cylinders in their
places from 18 ins. to
180 lbs. diameter.

EARTH-BORING TOOLS
of every description.

HOLDEN & BROSSEY'S
"Gullux" Girth Steam
AND
"Exhaust" Injectors.

SEAL'S
Patent Feed
Water Purifiers
and Heaters.

at exhibitions here in London, & made myself
conversant with every screw & pin in it,
out of pure admiration for your invention,
in my humble opinion my mode of driving
would be very much more durable & much
less liable to injury, in unmechanical
hands.

Very little alteration to your present pattern
would be needed.

I am, Dear Sir,
Your obt. servt
W. J. Alder

Boston April 19-1889.

A. O. Tate

Forward twenty dollars
Parker House. Return Monday good
success.

Krangemann.

AK

Phonograph



Ans. Mr. Edison
a good water
motor with governor
would answer
Baltimore, Md. April 22, 1886.
The battery first sent
is
not satisfactory
until some of the
water is changed
into plain water
and the pressure
is reduced

Mr. Thomas Edison, Menlo Park, N. J.

Dear Sir :---In the provision of the Phonograph, could the same result be obtained by a water motor as by the battery, when in working order, (that now goes with the machine)?

In Washington, where I have seen the Phonograph, the battery does not seem to give satisfaction. In Baltimore, the city supply of water is abundant and the pressure heavy. The Fillings water motor, here, has been mentioned as the smoothest runner.

I was told, at Washington, that the Phonograph is made to run with the battery that accompanies the machine, and that any other arrangement would not answer.

If you can answer my question, will you please do so, and oblige,

Yours, respectfully,

Wm. H. Moblitz

12 St. Paul st., Balt., Md.

T. 72



May 2/89
file

My dear Insull:

Dear Upton

Tonight and he will
send a check for \$7500.
to the laboratory tomorrow.
So my finances are
O.K. until Tuesday.
I require \$25,000
to put me through

next week, commencing
Tuesday, at the
Shore ~~Hotel~~ to Lippincott
must render his
assistance within the
next few days
Will try and get back
Saturday AM. to be
present as you request
When you Lewis can

Toy Phonos

Could Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N.J. May 4, 1889. 188

Dear Mr. Tate,-

I enclose herewith Mr. Edison's notes in regard to the Toy Phonograph business, which you telephoned for to-day. I also enclose for your information copy of Mr. Edison's affidavit, which I forwarded to-day to the Department State Board of Assessors, Trenton, N. J., together with RETURN, relative to the affairs of the Edison Phonograph Co. Mr. Lewis dictated the affidavit. Eaton & Lewis' letter (also enclosed) contains their views in regard to this matter.

I telegraphed you to-day as follows: "January 18th. Magnire," which means that the articles re Tomlinson and Gilliland appeared in the N. Y. papers on that date. My recollection is that the EVENING SUN article was printed in their issue of 17th January, and all the morning papers had it the next day. I send you clipping from the "N. Y. Herald" to verify date.

Just at present the Laboratory is crowded with Y. M. C. A. delegates, and things are in more or less confusion.

I will mail this letter in the "Special Boston" box at the Grand Central Depot, to insure its quick delivery.

Yours respectfully,

Frank Magnus

Cell, 11, 12nd - T

EATON & LEWIS
S.S. EATON
EUGENE H. LEWIS

Law Offices

ans: May 14/89

120 Broadway (EQUITABLE BUILDING)

New York May 6th 1889

A. O. Tate, Esq.

of Thomas A. Edison's Laboratory
Orange, N. J.

Dear Mr Tate:

Will you please send me a
copy of the agreement under which Mr Edison
held stock of the Edison Phonograph Company
at the time of the sale to Lippincott?

Please send this at your earliest
convenience as we need it at once.

Yours truly,

Eugene H. Lewis.

P/457-0
Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

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 Errors can be corrected within only by depositing a money back to the sending station for completion, and the necessary will not take itself liable for errors or delays in transmission or delivery of telegraphed messages beyond the amount of the paid station, nor in any case where the claim is not presented in writing within sixty days after receipt of the message.
 This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THEOS. T. ECKERT, General Manager.

MORVIN GREEN, President.

| | | | | |
|-------------------------------------|---------------|-------------------|--------------|-----------------|
| NUMBER
38 | SENT BY
Me | RECEIVED BY
as | DATE
1746 | TIME
English |
| Received at
ORANGE, N.J. 1746 | | | May 6 1889 | |
| Dated
New York 6 | | | | |
| To W.H. Miller Edison's Phonographs | | | | |

Can you call on me this evening eight forty five for a lesson on phonographs
 A. J. Rice

Gilliland. T

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. S. EATON,
EUGENE H. LEWIS

New York May 9th. 1889

T. A. Edison Esq.,
Dear Sir:

Re Gilliland and Tomlinson. Mr. Lewis and I have had several interviews with Mr. Ingersoll. He thinks you have a good case, and warms up to it.

We paid Mr. Ingersoll \$500. Last autumn we paid Mr. Hornblower \$250. We have made and will be making other cash disbursements. I suggest that if agreeable, you send us a check for \$1,000. on account of the cash disbursements in this case.

Very truly yours,

S. S. Eaton

*This is O.K. have seen
Eaton add it*

OK you have \$1000

Gilliland - T.

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. B. EATON,
EUGENE H. LEWIS

New York, May 10th, 1889

ack May 13/89

Thomas A. Edison Esq.,
Dear Sir:

Re Gilliland and Tomlinson suit. Enclosed please find your statement, in the form of an affidavit not sworn to, prepared by our Mr. Lewis. Please retain it for future reference as occasion may require. It is meant to correctly state the facts in this case as to which you will be ultimately examined as a witness.

Very truly yours,

Eaton & Lewis

called - +

Law Offices


EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

130 Broadway (EQUITABLE BUILDING)

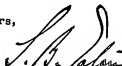
New York May 11th., 1882.

Thomas A. Edison, Esq.,
Dear Sir:

ack May 13/82

Re Gilliland and Tomlinson. We beg to hand you a correct copy of the Bill of Complaint in this matter which was filed on the 11th. inst. Col Ingersoll went over the Bill carefully Friday and Saturday, and two changes were interlined at his request. He thinks we have a very strong case.

Very truly yours,


S.B. Eaton

Phone

May 11- 1889.
Mr Franklin
248 E 83rd Street
New York

If possible come alone
Monday. two singers will be
here.

Edison

Send

THOMAS A. EDISON, President.
CHAS. BACHELOR, Vice Pres.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN K. FUESI, Asst. Genl. Mgr.



The Edison Machine Works

No. 19 Day Street,



New York, N.Y. May 13, 1887.

My dear Edison

Lippincott is out of town, and I cannot possibly get at him until I come back from Canada - It is therefore impossible for me to get any money out of the North American Co. until late this week or very early next. Under these circumstances, you will be obliged to loan the Phonograph works \$1000⁰⁰

It should be sent to their Bank this afternoon or very early tomorrow morning at the latest. I will see that you get it back out of the proceeds of the notes that I am going to discount -

Do not fail to do this - as otherwise the Phonograph works paper will go to protest tomorrow

Yours sincerely
Samuel Insull

publishers

ans
May 16/89
THE CENTURY CO.
PUBLISHERS
33 East 17th St. (UNION SQUARE)
New York
Ruswell Smith, Pres.
Frank M. Scott, Treas.
Chas. F. Chickster, Asst. Treas.
William W. Ellsworth, Secy.

~~Mr. Editor~~ Over
Thomas Alvah Edison Esq
Dear Sir

Can you kindly furnish
us with a correct definition
of the word graphophone
and also any printed matter
containing new words formed
from it etc.

An early answer will greatly
oblige

The Dictionary Department
Century Co.

May 15/89

per RAL

The word was coined
by some speculators and
applied to a phonograph
of a different mechanical
construction than mine
They got the word by
reversing the word
phonograph -
Σ

Form No. 1. 7-1-10

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and RECEIVES messages only on conditions limiting its liability, which have been assumed to by the sender of the following message. Errors can be guarded against only by repeating a message back, so the sender should get confirmation, and the company will not hold itself liable for errors or omissions in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, and in any case where the claim is not presented in writing within sixty days after sending the UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. SKEENE, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECEIVED BY | CHARGE |
|-------------|-----------------------------|---------------|-------------|
| 18 | Mr. E. | 7pd | |
| Received at | 1000 | ORANGE, N. J. | May 16 1889 |
| Dated | New York | | |
| To | Mr. Wangerman | | |
| | Edison - | | |
| | Shall we come next Saturday | | |
| | answer prepaid. | | |
| | Anna Lankow. | | |

1 day

Wm. H. Fox
William H. Fox
112 E. 42nd St.
N.Y.C.

Law Offices of
Fox & Preble,
147 Nassau Street,
Times Building,
Rooms 129 and 130.

Personal and important
New York, May 24th 1889

Dear Mr Edison;

A long while ago I became impressed with the belief that the phonograph could be run by a spring and I made numerous experiments in that direction with my Tainter machine. The results, while not altogether satisfactory demonstrated the correctness of my theory but at that time I was not so much interested financially in the matter as I am at present, so I proceeded slowly.

On receiving my Edison machine, from the Metropolitan Co, a few weeks ago, I continued my experiments and the result is that I have now running in my office your machine propelled with spring power. It runs beautifully. My attachment consists of a powerful spring coiled in the usual way inside a drum, which on uncoiling revolves a shaft which is geared to the main screw shaft of the phonograph. The motor part of the machine is of course removed. For a governor I use a tiny fan on a worm revolving at a very high rate of speed by means of clock gear engaged by a gear on the shaft rotated by the spring. A little movable arm is pivoted near this fan which when pressed engages the fan and stops the machine. The spring is wound by pulling a lever four inches long a few times. On the spring being wound up the phonograph revolves at 40 revolutions per minute with perfect evenness and continues running for six minutes

unless sooner stopped by pressing the little arm above mentioned.

There is apparently no diminution of speed as the spring uncoils. It stops short when run down. It is obvious that if I use a larger and more powerful spring that I can get a longer action. I have seen the leading spring men in New York in the course of my experimentations and they tell me that they can furnish me with springs that they guarantee will run over thirty minutes and do my work but for all practical purposes six minutes is long enough for it is no trouble to the user to pull the little handle and thus ~~un-~~ wind it up again. The weight of my entire apparatus is less than seven pounds and presents a neat appearance when coupled up with the phonograph. The drum and lever handle are only to be seen, at the left of the phonograph frame which latter is elevated a few inches on the table to permit the governor and its gearing to go underneath thus being out of sight. The starting and stopping are simplicity itself. To start, the user of the phonograph merely pulls the drum arm towards him a few times, releases the governor stop and the cylinder will revolve at the speed above mentioned for six minutes. To stop he merely depresses the little arm that engages the fan. The phonograph proper remains exactly as before. The only difference is that the motor and battery are removed. There is no noise in the working of the gear. The machinists who have been doing the work for me say that my attachment can be manufactured in quantity and connected with the phonograph for less than seven dollars each. The one I have now running is the last of nearly a dozen that

Law Office of
Fox & Preble,

*147 Nassau Street,
Rivers Building,
New York, Rooms 129 and 130.*

2 "dison

New York,.....188

I have had constructed but found faulty in one respect or another.

You will notice that I run at 40 revolutions per minute. I have run at all speeds from a snails pace to over 125 per minute but I find excellent results at forty although, as you know speed is only a matter of gearing. I apparently have a surplus of power even at high speed. The effect of slow running you will appreciate is very important for a cylinder such as you use can be made, at the speed I am now running, to carry several times as many words as it now holds at the speed of over 100. In other words you can make your cylinder only two or three inches in length and thus do away with the objectionable feature of bulk in mailing.

I have made application for letters patent for my spring attachment and I believe that I will obtain strong claims on the same. It is my wish to turn it over to you on terms that are fair and right for that is all I want and I am satisfied from my knowledge of your honorable character that everything will be satisfactory.

You will recognize that its application to the phonograph is a death blow to the graphophone for with the perfect reproduction accomplished by your machine, working with a spring that a child can handle, no person would think of using a graphophone.

Immediately upon receipt of a telegram from you I will
bring it to your laboratory so that you can examine it at your leisure.

Sincerely Yours

Edwin H. Tice

photo
HOTEL BRIGHTON,
ATLANTIC CITY.

Ans
May
June 1/19

May 29

W.C. Cate,

Orange N.J.

Dear Cate:-

I regret ex-
cusing by that I
did not see you
when last in New
York. The day that
I intended to come
to the laboratory I
was engaged in
a phonograph deal
and could not leave.
I am happy to say
that the deal was

closed on satisfactory
terms and it is
no longer bothering
my mind.

In October or
November last, Mr.
P.C. Crawford ^{and myself} made
a sort of informal
contract with Mr. W.
Jaeger and Briggs
for the photograph
doll for Francis. I
understand from
them that they
have turned over
the foreign business
to Madden & Gilliland.
I regard the doll busi-
ness as very valuable
and Mr. Crawford & I
have only been wait-

HOTEL BRIGHTON,
ATLANTIC CITY.

3
in order
ing for a doll to
start the company.
There is any
truth in the report
that their (Jaeger
& Briggs) contract is
no good it is very
important for me
to know and I
would consider it
a great favor if
you would so inform
me.

I have been
a little "run down"
of late and have

HOTEL BRIGHTON,
ATLANTIC CITY.

K

with family
and to Atlantic City
to mend. If you
are still "under
the weather" I know
of no better place
for you to mend. Come
down and bring your
wife for a few days
anyway and we will
have a real time.

Yours very truly
W. M. Mayhew

Patented Mar. 27th 1879
Jas. F. Hall
W. H. Bull, Jr.
C. F. Butler, Jr.

THE BABCOCK & WILCOX CO.
PATENT



MAIN OFFICES,
NEW YORK,
111 Broadway,
GLASGOW,
107 High St.

BRANCH OFFICES.

BOSTON,
111 State St.
PHILADELPHIA,
101 Arch St.
CHICAGO,
101 So. Jefferson St.
SAN FRANCISCO,
101 Mission St.
NEW ORLEANS,
101 Louisiana St.
LONDON, ENG.,
111, Victoria St.
MANCHESTER, ENG.,
101, Victoria St.
PARIS, FRANCE,
101, Boulevard de la Madeleine
HAVANA, CUBA,
101, Calle de la Habana.

New York, June 6, 1889

Thos. A. Edison, Esq.,

Orange, N. J.

Dear Sir:

As it is a long time since I bothered you with any of my importunities, I take the privilege of asking for another favor, similar to those which you have granted me heretofore.

The ladies of our Society are getting up a lawn party, which they have named "Fête champêtre des cingseens." For the representation of the sense of hearing they have asked me to procure for them one of your phonographs, and I write to inquire if there is any way in which I can secure the use of one for one day: June 12th. If you can assist me in this matter you will not only put me under obligations, but the ladies will rise up and call you blessed."

Very truly yours,

Jas. F. Babcock

Gilliland - Tomlinson

Law Offices

ms
June 10 1899

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.S. EATON
EUGENE H. LEWIS

New York, June 8, 1899.

Thomas A. Edison, Esq.,
Dear Sir:

Re Edison vs. Gilliland and Tomlinson. I beg to say that the law firm of Coudert Brothers has filed an appearance in Court for the defendants in this case. Under the rules of pleading in the United States Court, their appearance was due the first Monday in the month succeeding the month in which our Complaint was filed. Thus their appearance was due on the first Monday of June, and was made on that date. Their answer must be filed on or before the first Monday of July.

One of the newspapers states that our complaint will be demurred to, that is to say, the defendant will take the ground that even if all we state in our complaint is true, the defendant is not liable. If the defense takes that step, it will be only to gain time, and to postpone the date of final judgment, for there is no doubt that such a demurrer would be decided against them, and that they would then be compelled to put in a defense on the facts and the merits.

No doubt you have already learned the substance of this letter from newspapers, but notwithstanding this, I send the letter in order to be sure that you are kept informed.

Very truly yours,

S. B. Eaton

014-0.

EDISON LABORATORY.

TELEGRAM.

James 27 1889

From Lab:

To J. A. Edison Bechtelsville Pa
Wangemann said this morning he
was instructed by you to take
passage for Europe on Saturday
next and went to secure it. Shall
I detain him or ^{will} ~~can~~ you ^{advise} ~~would~~ me

EDISON LABORATORY.

TELEGRAM.

From

To

what instructions you wish given.

~~He wants to~~
He wants have to go aboard
Friday night as steamer sails
Six am. A.O. Tate

sent 3:30 PM
giving info

Phone

EDISON LABORATORY.
TELEGRAM.

June 12, 1889.

Bechtelsville, Pa.

From

To A. O. Tate

Secure Wangemann passage. Give him letter credit Drexel \$500.

Have him report to Hammer for first two weeks to help him get his phones. all going; after that notify me and I will instruct him.

R. D. I. S. O. N.

Phone

EDISON LABORATORY.
TELEGRAM.

June 12 1889

From

A. O. Tate.

Re Thos. A. Edison, Bechtelsville, Pa.
Wangemann passage secured for Saturday will follow out your instructions

copy

A. O. Tate

Orange N.J.

June 12 1889

Friend Wangermann

Can you

get me an old spectad
& transmitter & receiver

I've all the other parts
to make a Phone -

if so will you
give them to Harry
Greer in the black
Wax Dept at the
Phone works - I leave today
for Ocean Beach

for the summer -
if you are down near
here call & see me
Drop me a line any
way

Yours Sincerely
O. S. Wiley

Hotel Columbia
Ocean Beach

I return to London ^{N. J.}
Oct 1st

Phone

1307 Broadway
New York
June 22/89

Mr Alfred Q. Tate
Dear Sir
Yours of the 11th Inst
received, also telegram.
I will come to your
Laboratory Friday about
two o'clock & bring music
& my whistle.

Sincerely,
Frank Stanton

^{phone}
Hotel Columbia,
Green Beach, N.J.
Fred. C. Foster, Manager.

J. A. Ediere Esq June 13 1889

Dear Sir

Relative

to parts of Phone in my
possession I would say —
I have no parts whatever
A party working there asked
me if I would ask Mangerson
for what I did in my
letter & he thought he
could make the rest of it
for his own amusement
I should have so specified
in my letter — If you
have any reason to think
I have you have the

privilege of going to my
house 29 Hawthorne St
Orange and seeing Mrs
Wiley who will give you
every chance to find any
such sports.

Yours Truly,

O. S. Wiley

Since writing the above I
had forgotten I had an
old tin foil photo which
I was experimenting on
last fall I have ordered
it delivered to you
at once. Mr. O. allowed
me to take it last July.
It is one made by

Bergthorn & Co.

© Henry
Hotel Columbia,
Ocean Beach, N. J.
Fred. W. Hooper, Manager.

June 13 1889

Mr Wangerman

I read a letter
from Edison relative to the
parts of the Phono which
I stated I had - allow
me to make this correction
a friend of mine asked me
if I could get him the
parts of an old trans &
rec'r & speaker & he thought
he could make the rest
I never had or have nor
any part or parts of
the Phonograph in my
hands - & you are at
liberty to go to my house

and search for them
ask if I ever had any
parts there - before taking
the step you did would
not it have been more
cautious to have communicated
with me + given me all
opportunity to either return
to you or refute the charges
but I presume you expected
to materially aid your
present position by acting
the part of a tale
bearer

O.S. Wiley
If you write an answer
by Saturday send it here
as I expect to go away
on Monday or Tuesday

Photo - 1600

L. HALSEY WILLIAMS,
PITTSBURGH.

MS
June 27/89

June 18, 1889

Thos a. Edison Esq
Orange St
New York

My long association
with Mr. Lippincott & my interests
in the two Penna. Phonograph Cos.
has put me in position to form
an opinion on the commercial
value of the Phonograph. Mr.
Lombard has sent me for my
personal use a trade phono-
graph with your new spectacle

I have always had some
doubt as to the commercial success
of the machine in the hands of
the average business man
& his clerks. That doubt
is now removed. There

L. HALSEY WILLIAMS,
PITTSBURGH.

is still one thing I think im-
portant viz - a simple cylinder
that is a cylinder to be used
but once, doing away with
the necessity of cutting down
the wax cylinder, with this
improvement the future
is assured.

A combined treadle motor
machine should be used made
for use out side of the cities so
that in case of failure of the
battery the motor powered
will fail. Such cases I would
charge the customer for motor as
well as battery.

I feel impelled to write
you thus as I have given
the matter my close

L. HALSEY WILLIAMS,

PITTSBURGH.

3

observation for a year past &
have been in constant
contact with the people using
the machines & have seen
the practical difficulties
in the hands of inexperienced
people, which is the class
with whom we must deal.

I can congratulate you as
well as those of us interested
in the local companies on
the prospects.

Very truly
L. Halsey Williams

your message
has been sent out.
C. Smith would be
well-thus to write

very good
of the whole of p. 9

~~all
June 21/89~~

Beleport, Ld,
June 21-89.

My dear Mr. Edison:

Am I to have
a "press-list" phono-
graph, or not? I see
that they are ready
for delivery, & if
you cannot carry out
your promise of a
year or so ago, I want
to subscribe in the

Est. trapped &
PP-15 envs



100 lbs. and nest put
shed at C and
-anally tail. very "a
331 C ? far no, after
them and put last
j to, provided say
two pieces thence very
a of anatomy very
threw C. q as no very
it will substantially at

regular way.

So please let
me know where I
stand. Antelope,

Very truly yours,
R. G. Aubert, Jr.

Johnson 644
ADDRESS ALL BUSINESS COMMUNICATIONS TO

Sprague Electric Railway and Motor Company,

OMAHA, NEBRASKA, 1889.



A. H. SPRAGUE, President and Gen'l Manager
J. J. SPRAGUE, Vice-President
A. B. SPRAGUE, Secy and Treas.
Wm. H. HARDING, Gen'l Agent

NEW YORK, June 24, 1889.

My Dr Edison
This is awkward why
don't you suggest
"Phonotype" - It is a
word which literally
describes the modes
Operandi by which
this note was produced
I want an instrument
as soon as I can get one
for use up in the country
as soon as I can
get it, I will rent

One of my officers - I shall
a lot of stuff home
with me every night,
& It would save me a
lot of hard work &
I could simply dictate
my remarks thereon to
a scribe, & bring down
the Cylinders in the
morning - Is there any
prospect of my getting
the one you promised
me? If not I'll wait
two & wait until later
the one I use in the
County will also be
exhibited.

WARD W. JACOBS, PRES.
J. A. BUCKLEY, VICE-PRES.
NEWTON CHASE, TREAS.
W. A. WILLIAMS, SECRET.
E. P. COVILLEN, ASST. TREAS.

Head-
Quar.

Ans July, 22/89

OFFICE OF

H. R. STODOLSKY,
REG. CLERK AND GEN. MANAGER.
E. T. WILKINSON, ASST. CLERK.

Shelby,
Alabama.

The Shelby Iron Company,

Shelby, Ala.,

July 14, 1889

Subject

Mr. H. Edin Esq
Orange, N.J.
My dear Sir

I say we are not
regarding yet to
duplicate them

When I was at your works
last month write our General Mgr
you said you had Patti's rendering
and would supply the tubes for a
nominal sum - I have written
your Alabama Agents for a photograph
of the 'Patti' Concert. If it can be
sent me I shall esteem it very
highly & gladly bear any expense necessary
to get it.

Please inform me how to get what I
want, and also what you have that
is especially entertaining. Just say
we want to help introduce the thing
right.

Yours truly
H. R. Stodolsky

Chicago 1898

"BE NOT OVERCOME OF EVIL, BUT OVERCOME EVIL WITH GOOD."

Woman's National Christian Temperance Union,
Headquarters 161 La Salle St.,



CHICAGO.

Pres't, FRANK E. WALLER. (JOINT-WOMAN'S PARTY SECRETARY).....
Gen. Sec'y, CHARLES D. BENT.
Rev. Sec'y, MARY A. WOODBRIDGE.
Asst. Rev. Sec'y, L. M. R. BRYAN.
TREAS., SARAH FORD.
OFFICE SECRETARY, ALICE E. BRUSH.

PRESIDENT'S OFFICE.

Ans. July 22/98
Boston, Mass. July 19, 1898

Thomas A. Stearns, Esq.
Orange, N. J.

Dear Sir:-

(Please inform me
in what way Miss Willard
can secure a Phonograph
for use in her office.
I do not succeed in finding
any Phonographic Headquarters
in Chicago, but heard of it
on every side in Omaha, and
other parts of Nebraska.

Yours truly,

Mary Hayes Jones.

Phono

Ballpost, L.C.
July 23-89.

My dear Mr. Tate:

I took occasion,
when in town yesterday,
to get some instruction in
setting up & operating the
phonograph. Mr. Lippincott
has written me that he
would send an expert
down to Ballpost to
teach me what I needed
to know. I managed to
get to town myself &

18-0-1940

[illegible]

spent two hours at
207 25th ave. learning
how to work the machine.
So if you will send
the apparatus by express
I think that I can
work it to my own
+ your advantage,
without any more help.

Very truly yours,
P. G. Aubert, Jr.

I recd several days ago
a note from the manager of
the Phonograph factory asking
me what show a phonograph
could be sent to me. I replied
at once & I suppose that he

Lib. v. 12. 4000

Ans. Aug. 2/89
N. Y. July 28th
1889
C. C. L.

Mr. Edison:

Dear Sir -

I wish very
much to call with
some friends to see
your phonograph
with its latest
improvements -

I should like very
much also to see you
yourself if you will

be accessible to
learn if there are
any new features
I am, report for
the American
Physician

Very truly yours
Edgar S. Kelley
Chickering Hall

We are all proud
on Thursday next
1887

John. Idem. Blind

Ans. Aug 5/89

LAWN COTTAGE, EAST HAMPTON, COBN, AUG 5, 1889.

MR. EDISON,

DEAR SIR,

DR. F. J. CAMPBELL, DIRECTOR OF THE 'ROYAL
NORMAL COLLEGE FOR THE BLIND' LONDON, ENG. IS IN THIS COUNTRY,
AND WILL BE MY GUEST NEXT WEEK. DR. C. IS ONE OF THE FERMOST EDUCA-
TORS OF THE BLIND, AND IS ALWAYS EAGER TO SEIZE UPON ANY NEW
METHOD OR DEVICE WHICH CAN BE SUBTLY ADVANTAGE IN THE EDUCATION
OF THE BLIND. I HAVE ALREADY CALLED HIS ATTENTION TO THE PHONO-
GRAPH, BELIEVING AS I DO, THERE ARE IN THIS WONDERFUL MACHINE,
POSSIBILITIES OF THE GREATEST VALUE TO THE BLIND. I AM ANXIOUS
TO TEST YOUR MACHINE IN ITS PERFECTED FORM, AND IF IT REPRODUCES
TONES WITH SUFFICIENT LOUDNESS AND DISTINCTNESS, TO BE LISTENED TO
WITHOUT WEARINESS I SEE NO REASON WHY A GOOD BOOK, WELL READ INTO
IT CAN'T BE ENJOYED BY ONE OR MORE BLIND PERSONS WITHOUT ANY
ASSISTANCE WHATSOEVER FROM A SIGHTED PERSON. I AM ALSO CONNECTED
WITH ONE OF OUR LEADING INSTITUTIONS FOR THE BLIND, AND I SHARE
DR. CAMPBELL'S INTEREST AND ENTHUSIASM, WHAT A DELIGHTFUL IDEA FOR
THE BLIND, WHEN THEY CAN READ AND STUDY THE STANDARD WORKS OF
FICTION, HISTORY AND SCIENCE. MY SPECIAL OBJECT IN WRITING IS
TO ASCERTAIN IF YOU CAN POSSIBLY ALLOW US THE PLEASURE OF AN
INTERVIEW, IN WHICH WE CAN THOROUGHLY TEST THE MACHINE AND TALK
OVER WITH YOU, ITS POSSIBILITIES IN THE DIRECTION ABOVE INDICA-
TED. WE WILL MEET YOU IN N.Y. OR AT YOUR MANUFACTORY. WE SHALL BE
VERY GRATEFUL IF YOU CAN GRANT US THIS FAVOR.

RESPECTFULLY OURS,

J. WEST SMITH.

New York City, August 7th., 1889.

RECEIVED from Thomas A. Edison one thousand dollars
(\$1,000.) on account of cash disbursements in the suit of Edison
against Gilliland.

S. M. Eaton



Brooklyn, August 9' 1899

A. O. Tate, Esq.,
Orange, N. J.

Dear Sir:-

I received an invitation to visit the Laboratory at Orange, to play a few solos in the Phonograph, which I must decline. I am obliged to you for the invitation, but as it will not benefit me in any shape by an advertisement or financially, I think I will not come. Wougarman told me that it would advertise me when I was there last time, but it did 'nt, and I doubt if one of the tubes ever went to Europe at all.

Now, if there were to be a number of celebrities to perform in the Phonograph, I would most willingly and gladly accept, under the impression of getting an ad., however I am greatly obliged to you, for thinking of me.

Yours very truly,

Wm. R. Louvois.
552 Lexington Ave.
Brooklyn, N.Y.

(Will Lyle)

also

PROF. FRED. VOSS

1st Regiment Band and Orchestra,

MEMBER OF N. P. UNION.

Headquarters, 139 and 141 Market St.,

Residence, 31 Sterling Street

Newark, N. J., Aug 12th 1889

Mr. W. H. Miller Ans. Aug 15/89

Dear Sir

The Expenses for
the Orchestra & bands of 8 pieces
that includes "Voxophone Solo" will
be \$20.00 please let me hear by
return mail, if all right, and
then I will let you know, when
I will come -

Yours truly
Fred Voss

C L V P G 2 1 0 2
9 3 0 0 4 C
✓ 2 ✓ 5 ✓ 6
2 6 6 2 1 2 1 0

Phone

EDISON LABORATORY.

TELEGRAM.

Aug. 14th 1889

From New York

To Edison Bkly.

Will be
on Sunday unless otherwise
notified

Recd. 10⁰⁵ am
Aug. 14/89

Phone

EDISON LABORATORY.

TELEGRAM.

Aug. 16th 1889.

From

To H. Greesman Esq.
No 34 University Place
New York

Can you come out tomorrow? Want to make Cluinet-
V. P. and cylinders for Pan's with trench, German
Italian announcement. Being aware that
can do such.

Ans.

W H Miller

Photo

Brooklyn, Aug 24. 89.
Edison Laboratory
Orange, N.J.

Dear Eric

Yours rec'd

Will come Monday, early in the afternoon
with Tylophone & Belle. Please arrange
for Piano accompanist to be there
as there are parts for either Operatic
or Piano alone and it would be
difficult to get along without some
one to accompany

Yours Truly,

A. J. Van Winkle

220-5th Ave

Brooklyn, N.Y.

Form No. 2.
TRANS-ATLANTIC

CABLEGRAM

No. Message, 907

No. of Words, 14



OFFICES:
NEW YORK: 1 Broad St., Grand Bldg.,
Stock Exchange,
"Herald" Building,
2 Beater Street,
445 Avenue Street,
30 Union Square,
Hoffman House,
77 Milk Street,
101 State Street.
BOSTON:

SEP 5 1889

The following CABLEGRAM received, "Via Commercial Cables," at 6:46 P. M.
subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From Paris To Insull
Eighty thousand
photograph movements
have Eaton investigate
Cheevers title Important
Edison

Indications de service.

graphophone

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

999 *Télégramme* *9h 3*
TATE CARE DREXEL PARIS

nom.

le nom.

L'Etat n'est pas responsable à raison du service de la télégraphie. (Loi du 29 novembre 1856, art. 6.)

N°

Timbre & date.



Pour _____ de _____ N° _____ Mots _____ Dépôt le _____ à _____ h. _____ m. du _____

P. DE NEWYORK 174 20+ VBRANGL
INTERNATIONAL GRAPHOPHONE CO ORGANIZED NEWYORK STATE LAWN CAPITAL
FIVE MILLIONS FIFTY THOUSAND SHARES + INSULL

Indications de service.

Phono

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recouvrer une taxe.

Ed *Télégramme* *10*
EDISON CARE DREXEL PARIS

nom.

le nom.

L'Etat n'est pas responsable à raison du service de la télégraphie. (Loi du 29 novembre 1856, art. 6.)

N°

Timbre & date.



Pour _____ de _____ N° _____ Mots _____ Dépôt le _____ à _____ h. _____ m. du _____

P. DE NEWYORK 224 42 VBRANGL
EATON SAYS CHEEVER CLAIMS DAMAGES BECAUSE PATENTS WERE SOLD TO NEW
PEOPLE BEFORE ALLEGED EXTENDED OPTION TO OLD PARTIES HAD EXPIRED PRESENT
OWNERS TITLE PROBABLY NOT AFFECTED MARTIN TOOK ALL
PAPERS TO LONDON SATURDAY AND WILL SEE YOU CLAIM PROBABLY
LITTLE VALUE + INSULL

PLEASING, INSTRUCTIVE, MAGNIFICENT. THE MOST SUCCESSFUL, ORIGINAL AND BRILLIANT OF ALL
CAMPAIGNS AND BATTLES OF WAR.

SUMMIT
BURLINGTON
SHILOH
ANTIETAM
FREDERICKSBURG
VICKSBURG
NAVAL COMBATS
GETTYSBURG
STONE RIVER
MOBILE
MIMONAHY RIDGE



LOOKOUT MOUNTAIN
ATLANTA
KRAKASKIE
AND ALABAMA
PETERSBURG
RICHMOND
APOTOMAC
GRAND VIEW
OVERVIEW
SQUARE FORT
RACE

SPECIALLY DEMONSTRATED FOR THE HIGHLIGHT OF THE GRAND ARMY OF THE REBELS.
T. DEQUINCY TULLY, SOLE PROPRIETOR AND MANAGER.

Address all Communications, unless otherwise directed, to permanent address, 200 Euclid Avenue, Cleveland, Ohio.

From the Governor of Ohio,
State of Ohio, Executive Dept.,
Office of the Governor,
Columbus, March 8, 1888.
T. DeQuincy Tully: Cleveland, O.
Dear Sir:—I do not know how I
have enjoyed an entertainment more
than I did that which you gave at
Akron, last, Cleveland, last night.
I have not seen anything of the
kind for some time and the
people of our country the lessons of
history and give them a just and
appropriate appreciation of the
services and sacrifices of the Union
soldiers who saved our government. I
wish everyone, old and young, could
see what you have in process.
Very truly yours, etc.

J. B. Corbett.
From Gen. Pershing & G. H. Hayes,
The Tully's Illustration was
presented and given great satisfaction to the
command and their friends, where I
had the good fortune to see them.
From Commander A. M. Weaver
and Representative Committee,
G. H. Hayes, New York, N. Y.
Tully's Entertainment was a great
success. His view of the battle of
Antietam was the finest ever exhib-
ited in Cleveland. As a public
entertainment it was superior to any-
thing ever presented here, giving the
people a true and correct view of
our citizens.

G. A. R. Day at Chautauque.
From Chautauque Herald, August
1888.
Merely does show Amphitheatre
presented on such a small scale of
entertainment as presented by Tully, Geo.
W. L. Luntz, the Tully and other
speakers. The view were due the
show's enormous apparatus and
giving the audience a true and
correct view of the battle of
Antietam, Ohio, O.
The illustrations are without doubt
the finest ever exhibited in this city
and the lecture by Prof. Tully, telling
of the battle and the conditions under
which it was fought, is the very in-
teresting program.

From Gen. A. M. Lippin.
The material shown was certainly
very fine.
From Royal deWitt, Brooklyn.
The views throughout were superb.
From Lady Schaffer, Queens House
Canton, O.
Superior to any ever before exhib-
ited here.
From Dr. W. J. Storer.
The views are not only fine to work-
manship, but the presentation is
masterly and excellent.
From Rev. Dr. J. J. Storer.
It is the opinion of the best judges,
that nothing better has ever been
seen in this city.
From Cleveland Leader.
The views were of a nature fine,
not were given with wonderful effect.
"Surpassing anything of the kind
ever seen in this city."

Newburgh N.Y. Sept. 18, 1888.
Am. Sept 20/88
C. W. E. Co.

Will you please
give me the address of
Manager of the Phonograph
I desire to arrange for the
use of the instrument
Very Respectfully
Yours Truly
54 Goodwood Place
Newburgh N.Y.

PL 111-A - 109.

Form 147a.

NEW YORK, NEW HAVEN & HARTFORD R. R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., Oct 21 1889

N. O. Tate Esq.
Orange N.H.
Dear Sir:-

Yours in reference to Phonograph records recd. I no doubt was very presumptuous in asking you for records but I of course was not aware of just how you were piloted. I thought after I sent the msg that you might think it a rather "cheeky" request, pleasing a Connecticut stranger to you people. My idea was that perhaps you had extra records at the Laboratory that perhaps you had no use for, but of course you have a great demand for them in your regular business dealings with the N.H. Phone. Co. Mr. Bushnell of this City who I believe has

Form 147a.

NEW YORK, NEW HAVEN & HARTFORD R. R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN., _____ 18____

Many thanks for your very kindly present me one of the improved Phonographs but as yet I have only 2 or 3 of his records. You are indeed very kind to suggest obtaining some from Mr. Edison. They would be treasures & exceedingly appreciated. I hope I can reciprocate sometime a hundred fold. I shall surely try and add to our Phonograph system anyhow. I haven't as yet been able to cure that gradual weakness in Phon. but shall set up a new solution when acid arrives. See if that is any better. Will then advise you.

Yours very truly
J. E. Smith
C.T.D.

Phone -

227 Oct 22

Thomas Edison,

That the brain that conceived and the hand that executed, the Graphophone, may be palmed, is at once the tragedy and the triumph of many thousands of stenographers, our Society of 60 odd members having engraved and framed this invocation and adorned their meeting rooms with four copies. You seek to ruin a class of honest toilers, nearly every one of whom contributes to the support of a venerable parent, a beloved sister and dear brother. A. L. S. - J. J. P.

O. F. BRADFORD,
Druggist,
202 Harrison Avenue,
Leadville, Colo.

Oct. 10th 1899
Ans. Oct. 7/89

Eddison, Laboratory or
Phonograph Comp.,
Lewellyn Park,
Orange N.Y.
Guthman

I desire to obtain
a phonograph for public exhibi-
tion, in connection with the
Audens Dramatic Comp., who
will, for the next year, perform their
shows, to the Pacific Hotel. There
will be no charge for the exhibition
of the "phonograph" but exhibitors
must secure seat holders.
The instrument will be in good hands,
as we are connected with the
Orchestra, and be other than a
Guthman, or Lady.
Please give me particulars, as to
the feasibility, in the undertaking
of securing the phonograph from

O. F. BRADFORD,
Druggist,
202 Harrison Avenue,
Leadville, Colo.

Leadville, Colo., 1899

the country, its liability of
getting out of order, weight,
+ price. To give you the stan-
ding of the Audens Dramatic
Co I can do no better than to
enclose one or two newspaper
comments.

Please answer at your earliest
convenience

Ym. Guth.,
Alanson Audens
202 Harrison Ave
Leadville
Bradford

I am given to understand,
that you are not placing
the "phonograph" on the market.
Yet would ask, that you give me
as favorable reply to this com-
munication as is possible, +
obey.

[ATTACHMENT]

Ingomar.

Our critics have just begun to realize that one of the best Dramatic Companies that ever trod the boards of the Academy of Music, is at present filling an engagement in this city. It is not saying too much when we say that the Company is first class in every particular. Undressing, "Ingomar, the Invincible," will give before a large and cultivated audience and much can be said but in the slightest praise of Gertrude Astor's conception of the character of "Whitania" more than realized the many good things that have been said of this talented lady, she is truly an actress. It is sad to hear that a more enthusiastic audience is seen, and as the curtain will close on the last act, the hearty applause that went up showed conclusively that the performance was fully appreciated. This evening "Hansen and Juliet" will be given.—George Falden.

The best Dramatic Company that has yet occupied the boards of our new Opera House.—Opdentbury, N. Y. News.

The best series of entertainments ever given in our Opera House, has been produced by the Andros Dramatic Company during the past week. The Company is composed of first class artists and will receive a cordial welcome whenever they may return.—Kemp's Telegram.

By far the most evenly-balanced Dramatic Company that has yet visited Chicago—Chicago, N. Y. Tribune.

The best Dramatic Company that has yet played in Chicago.—Chicago.

Photo

Am. Oct. 8/89 Beth. 4th St

Thos. A. Edison Esq

Dear Sir

Mr. Henry Gieseman
handed to me to-day
your telegram, I took
due notice of your
order and will be
down Wednesday morning
10:21 with Cornetist

Yours

Respectfully

Wm. Frankel

448. E. 83 St

N.Y. City

2-1-89
W. - 2-1-89

Form 10-10

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted by the sender of the following message. It is transmitted and delivered at the sender's risk, and the company will not be held liable for errors or omissions in transmission or delivery of telegraphed messages, beyond the amount of rate paid thereon, nor in any case where the claims to be presented in writing within sixty days after receiving the message.

THIS IS AN UNREPLICATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORVIN OGDEN, President.

THOS. T. HOLKENT, General Manager.

| NUMBER | SENT BY | RECEIVED BY | DATE |
|-----------------------------------|---------|-------------|-------------|
| 44 | Ed Bn | 10 paid | Oct 17 1889 |
| Received at | | | |
| Dated Minneapolis Minn 17 | | | |
| To Edison | | | |
| George H. | | | |
| What current does Edison hold | | | |
| photograph will answer West Hotel | | | |
| E. H. Johnson | | | |

Ans. Oct. 24/89
Photo Office of the President.
New England Mutual Life Insurance Co.
Boston.

Three Americans are exhibiting a
graphophone at Vienna which they claim
possess the same powers as the phonograph
invented by Edison. They assert that it was
invented by John Tyndal, a friend of the
Edison's invention was known.

Dear Mr. Tator.

The above appeared
in my out Boston paper
this week. Do the above the
Berliner's matter?

Yours
D. F. Stevens
Oct 21.

68 - 2

Phone

761211
The Herald,

New York, Oct. 21, 1889

Answer Oct 21 1889

My dear Mr. Edison: When
I sold my phonograph & had
become familiar enough
with it to appreciate its pos-
sibilities you were off for
Europe & I could not tell
you what pleasure & satis-
faction we derived from
it.

I gave a lecture upon
it, with an exhibition for
the benefit of our Bellport
Improvement Soc. & spread
the fame of the invention
pretty thoroughly through
our part of the township.

In the November or the

December number of the
Century there will be, I
hope, something of mine, on
the phonograph less fanciful
than Bellamy's sketch.

I have written a good
many newspaper articles
upon what I do with the
machine, but I suppose you
have heard too much about
the wonder to want to
hear more & I refrain
from sending you any more.

I want to thank you
personally for the phonograph's
service to me & will run
out to Orange some day
for the purpose. In the mean
time, believe me

Sincerely yours,
P. G. Herbert, Jr.

None - exhibitors

Subject

Pennsylvania Rail Road Company,
Office of Superintendent of Motive Division

J. B. Hutchinson,
Superintendent

Allentown, Pa. - October 25th. 1890.

Mr A. O. Tate Esq.,

Electrician Edison Company.

Orange N.J.

Ans. Oct 29/90

Dear Sir:-

I met your Mr Logue in Washington a few days ago and I spoke to him in regard to a talk which I expect to give before the Electrical Club, and the public in general of this place some time soon upon the subject of "Time", and as this subject does not ~~im-~~
~~prove~~ ^{improve} quite enough for an evening's Entertainment, I have thought that if I could make arrangements, I would be glad to add to this subject the "Phonograph", concerning which I believe Mr Logue spoke to you, and that you kindly consent to assist me in the matter. Of course we would expect to bear all expenses incurred, by way of Transportation for either man or material and before going any farther, I would be very glad to know if you have anything in print upon this subject of the Phonograph: from ^{which} ~~it~~ I could gather information as to the principle. ~~re~~

Will you be kind enough to answer, and oblige.

Please advise me where I could procure same. Yours very truly,

Mr. J. Logue

Phono-ideas

Oct. 28th St.

157 East 31st St.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir: ^{ans Oct. 31/89}
I take the

liberty of writing you
these few lines, from
my own experience -
I have been in the em-
ploy of the Metropolitan
Phonograph Co. for a year
+ or so, and am an ex-
pert at transcribing from
the Phonograph & Graph-
ophone. Today I want

on trial with a Phonograph
to one of the largest ban-
kers & brokers in the
Cotton Exchange. Messrs
Huttsaid, Pike & Co. They
expressed themselves de-
lighted at the correctness
of the work I turned out,
saying it was far ahead
of stenographic work in
accuracy, but the ad-
justing of the needle
& the shaving of the cy-
linders took up so much
time that they could
not afford to lose, either for themselves
or their customers. If you would en-
dorse a Phonograph, and see ad-
justing of needles, and send a cylin-
der on which you can make but
one record, I will the Esperanto.
There is no doubt that the Phonograph
would be used extensively for business.
As it is, it takes up too much time.

for adjusting, shaving
cylinders, etc. I was
obliged to stay an hour
& a half later tonight
in order to shave off cy-
linders, & have them ready
for the morning. This is
a great tax on the operator
and only those who are
interested in the success
of the Phonograph, would
stay as I did tonight,
in order to prevent gumb-
ling in the morning at
the delay in shaving off
cylinders. I hope that
what I have said in
regard to the Phonograph

will not come amiss,
as they are really the
result of a practical
experience in the Cotton
Exchange, and two suc-
cessfully leased in
this firm would really
mean 75 or 100 in that
building alone.

If you are not too busy
I would like to hear from
you personally, as to what
you think of these ideas.

Yours truly,
(Mrs) A. H. Evans
151 East 31st St.

Phono

Office of
Green B. Baum,
Attorney and Counsellor at Law,
No. 1307 F Street, N. W.

Washington, D. C., Oct 29, 1889

Off Thomas A Edison
Orange N. J.
My Dear Sir: -

I find on
my visit to this City
that the new phono-
graph is making a
fine impression here
and I understand that
a great many Grapho-
phones have been
changed for Phonographo
Graphophone stock is
highly tumultuous, being

up one day and down
the next

Do you know
whether the factory
at Bridgeport is
shut down or not?
and how many people
have they employed?
I understood the factory
at Bridgeport was
closed

I would like to
give Graphophone stock
a parting kick and
pose these questions

Yours truly
J. B. Maguire

Law Offices of J.A. Beecher,

800 Broad St., Newark, N.J. Nov. 1, 89

Mr. Thomas A. Edison

Orange, N.J.

My Dear Sir:

I wish to communicate to you by the Graphophone, a few points which have come to my observation, in the use of this machine, and also of the Phonograph which I think, may be of some personal use to you, and may result in your making the Phonograph particularly a more useful machine, to members of the Legal Profession and to business men generally in their offices. One objection to the Phonograph is, that the adjustments are so intricate, that they require too much skill in the operator, and I am glad to learn from Mr. Smith who represents your company here, and who has furnished me with one of those machines, that you have a similar apparatus to that which is used on this machine, "The Graphophone" by which the record is made without requiring any skill on the part of the operator. I think the Graphophone in respect to the mode of making the record upon the cylinder, is as nearly perfect as it can be. But the delicate adjustments necessary in the Phonograph, to enable one to get a good reproduction of what is said to it, make it a less desirable instrument than could be wished, on account of that. Another objection which is of considerable importance, I may say of great importance to lawyers, is that the wax cylinder of the Phonograph is too short. By the time you are fairly at work you must quit and put on another and pare it down and make the various adjustments which I have spoken of, - and that may properly be objected to, - before you can go on with your brief or whatever other matter you wish to have recorded upon the cylinder. Now by the time a man has diverted his attention for the purpose of making these various delicate adjustments, he will have forgotten the most valuable part of his brief even though he is familiar with the machine, and requires but little distraction. Now this is so serious a matter that I think you should at once consider the feasibility of making a long cylinder. Besides, the piper or funnel is much too large, and much too long, - more so than is necessary. The funnel should be as light as possible, and not over three or four inches in length, for the practical use of the operator, or Type-writer in transcribing from the cylinder.

Phonograph
C. T. Mc

Pennsylvania Railroad Co.

Am. Altoona Pa. 1888
Nov 5th 89

Mr A O Tate
Electrician Edison Co
Georgia:

Referring to my request through Mr. Loane for your very kind consideration of the same may I ask whether you can arrange for to have a Phonograph accompanied by some ^{one} to manipulate the same here upon Monday December the 9th in the evening of which day I expect to read a paper upon "Time with the Phonograph" before the Electrical Section. I anticipate

a fair sized audience of gentlemen students of the better class, and am just a little anxious that the exercises of the evening shall be both instructive and entertaining.

I should be very glad if it could be arranged to have two or three musicals reproduced sufficiently loud to be heard in a fair sized hall when absolute quiet obtains. Your good judgment would indicate just about what we should have for an occasion of this kind. Your well of course understood that we will defray the travelling

Pennsylvania Railroad Co.

188

expenses incurred by both man and material
 as also by boarding
 with a ~~properly~~ ^{well} your kindly oblige

Yours Very Truly
 W. F. Taylor



November 11, 1889.

Mr. T. A. Edison,

My dear Sir:

ack Nov. 19/89
9 22.11

I am carrying forward some experiments in Sound. I could use a phonograph to great advantage but do not care to rent one if I can help it. Could you not on some terms let me have one of the kind you are now replacing with the simplified form?

I would not need the motor as I have a small caloric engine that would drive it perfectly.

My experiments relate to the velocity of sound.

Yours truly,

Geo M. Hopkins.

*Come over any time & get
what you want. Her English
at Plains Wks will fit you out
owing to my Contract I can only
loan the stuff 5*

8/15-
LAW AND TECHNICAL REPORTING

OFFICIAL STENOGRAPHER
NATIONAL ELECTRIC LIGHT ASSOCIATION
NEW YORK ELECTRIC CLUB
NATIONAL TYPING ASSOCIATION

C. F. JOHNSON,

SHORTHAND REPORTER AND LAW STENOGRAPHER,

(COMMISSIONER OF DEEDS)

TELEPHONE 517 JOHN

ADDRESS: TEMPLE COURT, (Room 51-52)
310 S. BEEKMAN ST.

New York, Nov. 13, 1889.

A. O. Tate, Esq.,

Dear Mr. Tate;

I beg to thank you for your kind favor regarding "Testing phonograph." I succeeded on Saturday in making arrangements with Mr. Chas. A. Cheever, and now have a machine at my room where I am learning how to handle it and making a very practical test of its use in my stenographic business, by dictating 50,000 words, a report of a Medical Convention which I took. The subject matter is, of course, very difficult. However, my style of working is somewhat like Mr. T.A.E.'s—start in Saturday night and eat and sleep alongside the machine until I get there." There is a good deal to learn about the mechanism of the machine and second "how to dictate." A lady typewriter at the phonograph office (Cheever's) is reproducing my cylinders, and she was quite "in raptures" when I went up town yesterday afternoon. She said "Your dictation is the best I have ever heard." I delivered her 12 cylinders this A.M. and think every one is perfect.

I think however, for my use everything must work up to the very highest point. Much obliged for your kindness in writing to 180. I have a letter from them this A.M. and have advised them also.

Very truly yours, C. F. Johnson

Personal.

DEPARTMENT OF THE INTERIOR
UNITED STATES GEOLOGICAL SURVEY

WASHINGTON, D. C., Nov. 14, 1888

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

Polonius, I believe, once said "Brevity is the soul of wit". so I will be as brief as possible that I may not impose too much upon your valuable time.

Both my chief and I have one of your graphophones upon which we have been operating for about a week. In endeavoring the reproduction it occurred to me, the first few days of attempting it, that there was too much confusion of other sounds coming from the cylinder, to get clearly the words. This at once set me to thinking how the matter might be remedied, and, this morning, I made an experiment which gave me very satisfactory results; and, believing that you would be interested in it, decided to write you on the subject.

The secret I claim to have discovered, is simply the placing of a core (transferable) in the paper cylinder. In making my experiment I used a soft rubber tube, slightly shorter than the cylinder (so as not to interfere with its proper adjustment to the holders), and a fraction less in diameter. This rubber tube I coated thinly

Write him & say I did not design the graphophone but only the phonograph

that all to be replaced

the cylinder

with cotton, using mucilage and cotton batting, the surplus of the latter being carefully brushed off after drying. I then found that my tube fitted closely and neatly into the paper cylinder. In using this first appliance, I find that I get the words much more distinctly than formerly, and am less worried by the harsh sounds, as formerly sent forth by the cylinder.

I believe ^athat ^asolid rubber core (soft), fitting the cylinder closely, would meet with still better results; and also think that some hard wood, with lint or rubber covering, would give good results. However, as you are thoroughly posted both as to the best nonconductors, as well as to the best conductors, of sound, I am sure you will give my discovery a scientific and practical test. Of course the core is to be used when dictating, as well as when receiving, the message or letter, and is transferable.

I am also impressed with the idea that a diminutive, pointed-toothed (like the teeth of a cross-cut saw) wheel might be used for contact with the cylinder instead of the naked point of the needle, and thereby destroying entirely the grating sound from the needle. This is, however, only a surmise, on the practicability of which I have neither the facilities or the means for testing. Were

I in the condition to do so and met with a success, you would be the first advised of it.

Simply for the sake of identification I will say that my home is in Charleston, West Va.; am a brother-in-law of Senator John E. Kenna, of the same state, and am now, and have been for several years, connected with the U.S. Geological Survey.

In the event of either of my suggestions proving of value to you, as I am a poor government clerk with a large family to support, I leave it entirely with you to make such acknowledgment to me as you may deem fit.

My office address is U.S. National Museum, Washington, D.C., where some of the Survey offices are located.

Trusting to have a line from you at your convenience, I am,

Very respectfully yours,

Geo. H. Gentry

Nov-1889

FOR SALE

THE NEW YORK, NEW HAVEN AND HARTFORD RAIL ROAD COMPANY.

NEW HAVEN, CONN.

Nov 15 1889

Mr. A. O. Tate

Ass. Nov. 15/89

Orange N.J.

Dear Sir:

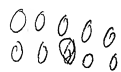
May I trouble you for a little favor.
I left with your man, who has charge of the
road dept, when I was at your place Tuesday
a list of fcs I wished to get, duplicates of those
I had smashed. I understand the N. Y. & N. H. Co
have ordered them of you. Will you kindly ask
the gentleman to select some that ^{are} good. Those I lost
were exceptionally fine and of course am
anxious to get some that are, as good if possible.
Will thank you very much for the favor.

Yours very truly

O. E. Smith

This order is for

filled



Ms. 7.2.2

Orange, Nov. 16th 1887.
Mr. Edison,
Dear Sir,

At a meeting of the
Board of Governors of the East
Orange Homoeopathic Dispensary
Association held Nov. 12th a
motion was passed conveying
to you the sincere thanks
of the members of the Board
for your courtesy in loaning
the Phonograph for the benefit
of the fair on the 4th inst.

Assuring you of my great pleasure
in informing you of this motion
I remain, Yours sincerely,
Emma L. Corbally, Sec.

THE EDISON MACHINE WORKS.

PRIVATE TELEPHONE LINE.

CONFIRMATION OF MESSAGE.

NOTE—This confirmation should be checked with the original message immediately on receipt. It will be assumed to be correct unless advised to the contrary by telephone.

| Name of Person Sending. | Name of Person Receiving. | Time. | Date. |
|-------------------------|---------------------------|--------------|----------------------|
| <i>MacGowan</i> | <i>Coats</i> | <i>10:45</i> | <i>Nov. 21. 1889</i> |

From whom received: *Edison's Laboratory*
To whom sent: *Mr. Insull.*

Mr. Edison wishes you to send over a clock expert from the Ansonia Clock Co., to see a striking phonograph clock.

phono

CEO. DENISON.

Ogden Utah November 23, 1899.

Mr Thomas A Edison
Orange N. J.

Ans. Dec. 5/99

Dear Sir:-

You have no doubt received poems and poetry (alleged) regarding the Phonograph until life has become a burden to you, and if this instead of amusing you, has an opposite effect, you will have to lay the blame at the door of your own invention.

I had thought of sending this to the Century Magazine; but upon surveying the "Heavenly Maid", I concluded that her poetic feet would look smaller in Llewellyn Park waste-basket.

I am yours Truly

Geo Denison

Ag't Colo-Utah Phonograph Co.

o G o c < - h c
G o o V - - - h
1 1 h e 1 1 1 1

[ENCLOSURE]

"When Music, heavenly maid, was young"
She sang a song and laughed a laugh;
But little dreamed she stood beside
A listening patent phonograph.
And so she sang, with good right lung,
She to the birds, the flowers, the trees
Her love song mingled with the breeze
Twined round the waxen phonograph;
Twas first a song and then a laugh
A silvery strain, a liquid laugh;
You'll find them in the patent 'graf
The laugh, the song that Music sung
"When Music, heavenly Maid, was young"

by Geo. Denison.

15
Phonograph

Ans. Dec. 23/
89

Linwood Nov. 26th '89.
Mr. Edison

Even if you laugh at my
questions, kindly grant me a
reply?

Ever since I heard of
your wonderful invention, the
"Phonograph", I have wanted to
know how large an instrument
it was, what one would cost,
and if it could be used in a
church to reproduce music
which had been played into
it in some more favored place
than this?

We live in a very lonely place
among poor uneducated people,
we are Episcopals.

8631 C O S L.
"Y" 2 m.

We have a little Church, but alas! no Organ. The people would never make an effort to obtain an instrument, or get a Organ teacher.

For health for years has hindered my strength so that I could not possibly play an Organ if I had one.

Probably the price of a Synograph would be far beyond my means; but for more than a year; the thought persistently enters my mind. My husband ridiculed the idea so much that I only mentioned it twice to him, & never to any ^{other} person.

I fear that I belong to a very troublesome class of women but then, how am I ever to

find out anything if I do not ask questions? and I do not know the name of a person who could give me the information I want, except yourself.

Please pardon if I seem too bold and presumptuous. I shall address C. H. & L. Co. sincerely hoping that through this will reach you, and if so, I trust that you will kindly gratify an old woman. With the greatest respect
L. S. MacLennan

Wm. F. MacLennan
Linn Co.
Antiquarian Co.
Wm. F. MacLennan

phone

211 E. 14th St.

N. Y. City

Ans Nov 11/89

Dear Mr. Hagen,

are you still at the
Laboratory? I would
like to come again
there and sing and
hear and wonder.

Yours truly

Anna Leukow.

Photo

211 E. 14th

Dear Mr. Hagen, ^{Am. Nov. 11/89}
I wrote a note to you the
last week, asking if I
could come to the laboratory.
I am going to give ^{some} ~~a lecture~~
at Steinway Hall, the 21st
of this month, and would like

to hear a quick song
with many words in it,
on the phonograph. For if I
don't like it, I wouldn't like
it. Will you please let me
know if I can come any
day. Yours very truly
Irene Lawton.

FORM 1424 A.

NEW YORK, NEW HAVEN & HARTFORD R.R. Co.

SUPERINTENDENT'S OFFICE, AIR LINE DIVISION.

NEW HAVEN, CONN. Dec 21 1899

N. O. J. L. Co.
Orange, Conn. Dec 18/99
Dr. Sir:—
As I have seen nothing
as yet of the Phonograph records you
were to make for me want you
please send me ~~it~~ as good ones
as you can select of those you
may have on hand & send those
you are to make for me as soon
as you can. I want 3 or 4 to
use as soon as possible. I will
leave ^{it} for the proper party at your
place to select whatever is good.
I should like among them a ^{recording} ~~recording~~
Connet & Piano Record. One where the
Piano can be heard nicely thro a ^{phone} ~~phone~~
Somehow I have ~~not~~ been ^{very} ~~very~~
unfortunate in getting good records.
About Every time I have ordered

From Sub Company they have
been "all out of good records" &
about all I have thus far been
able to get were the "leavings"
& I would like to get some that
are first class, if possible -
You can send bill of these to
Sub Company when you send
bill of others, Can you not? I
believe the N.E. Pho Co advised
you to let me have what records
I wished & send them bill - Kindly
send tomorrow if convenient &
will be greatly obliged to you.

Yours &c

N. Smith

Ans. Dec. 11/87

12 Halsted St.
Brook Church N.Y.
Dec 9/87

Mr. Wm. A. Edison
Orange N.J.

Dear Sir:

Please accept the
enclosed tickets for an
Exhibition of the Phonograph
at Amnicusville Dec
8 Orange on Thursday Dec

12 It is proposed to show
the Phonograph in the
strongest and most attractive
manner and it will enter

every part of the programme
and be the most prominent
feature.

Trusting that no previous
engagement will prevent
yourself and wife from
joining the occasion with
your presence I have
the pleasure to remain

Very faithfully yours
L. O. Erans

dictated.
graphophone.

Mills Building.

New York, Dec 9 1889

Dear Mr. Edison: Ans. Dec 10/99

I send you herewith
translation of a publication
German paper concerning
the franciophone, which I
thought would be of interest
to you.

Yours truly,
H. Villard.

[ENCLOSURE]

phonograph

1

The characteristic feature of the gramophone is not that it supersedes the writing of letters and telegrams or the preparation of manuscripts in editorial rooms, but that its use is limited to the repeating of speeches, musical compositions and the like. Another peculiar feature is the complete separation of the receiver from the repeater, which latter is called "hear-gramophone" by the inventor. Any one satisfied with the enjoyment of having the sounds repeated to him, and who does not want to produce phonograms or sound-plates himself, need only to buy a hear-gramophone. Then he orders plates from an establishment which manufactures them, in a similar way as the owner of a mechanical music-box orders new tubes for his machine. It is stated that the price of the hear-gramophone will not exceed M.100 and of the plates M.3.

The operation of the gramophone is likewise essentially different and manifestly more perfect. The point or pencil does not make an impression in the coating of a tube as is done in the phonograph and graphophone by virtue of the vibration of a membrane, but works exactly like an etching pin, i.e., it makes spiral lines on a metal plate covered with etching varnish, thus having to overcome a much lower resistance than the Edison pencil. These spiral lines are then eaten in the plates by acid which secures their indelibility. The phonograms or sound-plates are, so to speak, speaking or singing etchings. From this it is obvious that the gramophone makes a separation of the work necessary. The etching cannot be done by everybody, and the making of the sound-plates should, therefore, be left to special establishments, which might be compared with copper-plate-printing offices, music

[ENCLOSURE]

- 2 -

stores or music-box factories.

Of great importance, further, seem to be the following points on which the inventor Berliner properly lays special stress. The original plate can be enlarged by a photographic process, and, in this manner, the sound can be increased (which should in itself be much stronger than the sound of the phonograph) to such an extent that it can be heard by thousands of people at the same time. Again, impressions of the sound-plates can be taken on paper, in any desired number, by means of a rolling-press, and these impressions can again be changed to sound plates, exactly like the original, by a photo-mechanical process (helio-typing). This, naturally, greatly facilitates the forwarding and propagation of the phonograms. Finally, it must be considered a great advantage that no bulky electric battery or electro-motor is necessary to operate the hear-grammophones, as is the case with the phonograph. The grammophone is simply turned by hand or by clock work at pleasure, whereas Taintor uses a treadle, similar to that of the sewing machine, to produce the circular motion.

Pat C (M. 7-1)

Ans. Dec 11/17
Pick Church M.
Dec 9/18

My dear Mr Tate

Enclosed please find
Reserved seat tickets for
Entertainment to be given
at Commonwealth Hall
on Thursday Evening 12th inst
when the Phonograph is ex-
pected to talk out very
loud "in meeting". It will
be assisted by some excellent
artists one of whom Mr
Thos Darwin of London Bay is
a perfect genius in his

imitation and imitation of the
whirring of birds. There will
be a number of novelties
in connection with the
Phonograph.

Mr Marshall who is to have
charge of the performance will
be out to laboratory on Wednesday
morning and I will give him
a note to get him accepting your
kind offer at the Christ Church
fair to let me have some
real good cylinders. I have
sent tickets to Mr Edison and
trust that he will come. Perhaps
you can induce him.

Very truly yours

R. G. Erany

will hold #14 until Thursday eve
in case you wish to take some one

257 Fifth Av
N.Y. Dec 10/89

Mr A. O. Tate
Orange N.Y.

My dear Mr Tate

This will be handed
you by Mr Chas. L. Marshall
who is to have charge of the
Photograph Exhibition at
Commonwealth Hall on
Thursday evening and which
I mentioned to you at Christ
Church Fair. I wish to avail
myself of the kind offer you
made at that time in regard
to letting me have something

real fine and special in
the way of cylinders, and
wish that you would place
Mr Marshall in the right
hands.

There is every prospect
of great success both as
to entertainment and a
good house. I sent you
ticket today and hope
you can come. I remain

Very faithfully
L. J. Craig

C. T. 1889

phone
Pennsylvania Railroad Co.

Altoona Pa 12.11.1889

Mr A. C. Tate
Electrician Edison Co

My Dear Sir:

I desire to express again
a very grateful appreciation of the
kind consideration in forwarding the
Phonograph for both our amusement
and instruction upon the evening of
the 9th. I also desire to acknowledge
the skillful manipulations & explanation
given by your Mr Miller as well as
those of Mr. C. C. Carls.

To say that the Phonograph gave
satisfaction does not convey the
impression given. Our country people
were simply struck with astonishment as
also in the words of Mr. M. W. Thompson
Engineer Mechanics of way RR who con-
fidently says In all my experience
I was never so overwhelmed with
wonder and amazement.

I shall be glad to receive a bill
as per our arrangement hereby

Yours truly
A. C. Tate

Phone

Cross. Dec. 16/29

Dec. 11. '29.

AUTHORS CLUB,
19 WEST 24th STREET.

My dear Sir -

I trust that you will pardon me - a stranger - the liberty which I take in addressing you in this manner. But I am very anxious to have your opinion on a subject which may possibly interest you.

As a man of letters and journalist I am probably unknown to you, although my name is fairly well known as that of a contributor to the magazines. What I desire is that you should read the enclosed bit of verse, and for special reason. Like many others of my published poems it touches on the poetic side of a scientific

idea. The idea in this case relates, of course, to your own phonograph.

I have shown this poem to various literary persons; some think it both good form, often think it "blocky." One of our leading editors - very friendly to me - said that, while he admired it technically, the sentiment of it was unexpressibly repugnant to him. A voice that would live in the memory was to him the only poetic voice. Furthermore, he said, that, even allowing me my right to become a material voice, the "Eston phonograph could only give a grotesque imitation of that voice, and, therefore, any poetic effect was false and repellent".

I can easily understand

that a material reproduction of a loved voice, to be poetic, ought to be almost ideally ^{perfect} ~~perfect~~. When I was thinking of this poem, I was thinking of the perfect. Now, what I beg to ask is, whether I am not justified in thinking of a perfect phonograph. One may argue here - the Cosmopolitan - regard the poem as a striking novelty, and would gladly print it if I could obtain your opinion that my opinion is quite in the right, and that my critics are quite in the wrong. To associate a "grotesque squeak" with a dead voice is naturally repellent; but to associate it with a full and expressive reproduction is, I hold, poetic.

- The publication of this poem,
with your endorsement of its truthfulness,
would, I think, excite a great deal
of interest, and it would also do
away with some of the prejudice against
the photograph.

Begging, again, that you will
pardon me for bothering you with
this letter, and that you will be
able to give me a reply at your
earliest convenience. I am

Yours obedient servant
George Edgar Montgomery.

[ENCLOSURE]

The Treasured Voice.

What wizard art is this which lifts the voice
Of one who died in her bright blossoming,
Like a reed echo of its natural song? [?]
I had heard it often in my heart of hearts,
In the recurrent memory which outlives
Dumb terrors of the grave. 'Twas such a voice
That when it spoke from the warm ^{flush} of love,
I could have swooned in listening: for it told
Of all the radiant passions of the soul,
Of dreams that rose not of the common earth,
Of hopes that pinioned me in airy flight
And leant mezes of the stars... It was
The voice that bound me to a woman's life—
And in that life I lived a summer's space
In eager ecstasy. Then autumn fell—
Our later summer with an arrowed dart
Of white-branched ^{winter} ~~autumn~~ and with autumn came
Death with its serene fulfillment of our fate
And futile sorrow. And thereafter came

[ENCLOSURE]

The haunting ghost of love, like some wild vision
 Of things which have been real, but seem not real;
 Of some strange, passing wonder; some divine,
 Incorporeal essence that had taken shape
 To torture nature . . . Yet I had known Love;
 Love which had touched me with caressing hand,
 And which had cured me from old solitudes,
 Where the heart shuddered in its conscious pain,
 With the blithe joy of youth . . . I had known ^{her}
 And, when death wrought between me and my own,
 Her voice, which was the music of herself,
 Still lingered in my ears, even though it died
 On her cold, speechless lips.

And now I hear
 That voice again; but not as something dead,
 Not as the spirit of forgotten words,
 Of vanished sigh and rapture. 'Tis as true
 In its clear intonations as the wind
 Which sweeps upon the swells of frothed seas;
 As true as some bird-carol, while I sit
 Alone and hearken. Oh! it is the voice

[ENCLOSURE]

That breathed upon me in full, golden days,
Moved by her fancy as a flower may feel
The undulant motions of the air. It lives
As though herself were living once again,
As though her silenced speech had stolen its way
Past the black night of death. I marvel much
That human hands can bring such speech to me
Sweet as of old, and sweeter in the thought
That this, the very singing of her soul,
Should be as wholly mine as she was mine.

George Edgar Montgomery.

Copy

p hns

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

New York, December 14, 1889

Ans. Dec. 16/89

A. O. Tate, Esq.

Dear Sir:

My recollection is that you have in your possession the originals of the contract between Mr. Edison and the Edison Phonograph Company of October 28th, 1887, and the contract between Mr. Edison and the Edison Phonograph Works, of May 12, 1888.

It is important for me to have by Tuesday morning at latest exact copies made with perfect accuracy including punctuation and everything else of these two contracts. The copies should be made from the originals and should be carefully compared. Will

you kindly have this done and send me the copies by the mail of Monday evening. If you are away, I hope your representative will attend to this matter without delay.

I believe printed copies were made of both of these contracts. If so, printed copies will answer just as well provided that they be carefully compared word for word and comma for comma.

Will you kindly have the person who makes these copies write on the bottom of each copy that he has compared them and that the copies are strictly accurate.

Hoping you will not disappoint me in the above matter, I remain,

Very truly yours,

S. B. Eaton
[Signature]

Gilliland & Tom

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York Dec. 14, 1886

T.A. Edison, Esq.

Ans. Dec. 14/86

Dear Sir:

Edison v. Gilliland & Tomlinson. We beg to say that the answer of the defendants is due on the 31st. inst., the time for serving it having been extended at the request of Messrs. Coudert Bros. When the answer is filed, the taking of testimony can be commenced at once.. Possibly the case can be heard in March or April though more likely in May or June. Shall we push the taking of testimony vigorously, or not?

Awaiting your instructions, we remain,

Very truly yours,

Eaton & Lewis

Yes push
o b m

FORM 1424 A.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

SUPERINTENDENT'S OFFICE, AIR LINE DIVISION.

NEW HAVEN, CONN., Dec 11, 1899

A. O. Tate Esq.
Orange, N.H.

Dr Sir:-

The box of records recd in good order also your letter at hand and contents noted. I wish to express to you my sincere appreciation of your generosity & thank you a thousand times for the gift. I appreciate it to the highest extent. I hope I can reciprocate in some way. It was a very great surprise as I had no idea you had any such intentions. I have been troubled to get good records, being so far from the local Co. I have had to tattle up with whatever was left or that they saw fit to send. The records you sent were fine & I prize them very much. I am anxious to get a blue record

of "the song that reached my heart" pls
include it in the list of those you
are still to make for me and
anything else you may have in
the way of Clarinet, Banjo, or any
thing that is good, Enough to make
6 or 8 records all told.

Thanking you again for your
kindness I am

Yours very truly
A Smith
C.D.

Phono



MUNN & CO, EDITORS & PROPRIETORS.

361 BROADWAY NEW YORK.

December 21, 1879.

Comm. Dec. 24/79

Dear Mr. Edison;

I had no difficulty in getting the Phonograph to work as well as it can work with a broken diaphragm. Two or three days since, I asked you by telephone to send me 6 diaphragms and some rubber rings. These have not been received as yet.

I have attached a revolving mirror to the machine and have used the diaphragm cell as a manometric capsule. I get Koenig's flames nicely. I am trying an experiment to determine personal equation by means of the phonograph. I believe there is a great deal in the phonograph as a scientific instrument.

Could you prepare a few cylinders with certain chords and scales? If so, I will send the manuscript music.

Please send diaphragms and rings as soon as convenient.

Respectfully,

Geo M. Hopkins.

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN.

Dec. 29, 1889

H.O. Tate Esq.
Orange N.H.

Dear Sir:-

Will you please to send me 4 cells of Soda Battery Paintette. I wish to use them in connection with my Phonograph. I presume they are a success in this respect although I have not put work very great success with it that I borrowed, of those you sent. I followed the directions closely & short circuited the battery about 15 m after it had been set up about 2 hours. The battery seems to "run down" after it has been running the machine for about 5 minutes and then if the machine is stopped the battery will

NEW YORK, NEW HAVEN & HARTFORD R.R. CO.

OFFICE OF CHIEF TRAIN DISPATCHER,

NEW HAVEN, CONN.

18.....

not start it again without assistance. The sticks of Potash look as though they had been wet but perhaps that is caused by potash seeping through from inside. Perhaps you can explain what the trouble is - Do you think 8 cells will be sufficient for Phonograph? Have not distributed battery yet. Kindly send battery by Ad. Ex if you can & send bill to me personally & oblige. Will you please also advise me if the Saphire points can be put in the Phonograph Diaphragms of the old machines, if so what is the cost? Kindly reply soon & oblige. Yours &c
T. Smith

Phons

LAW AND TECHNICAL REPORTING

OFFICIAL STENOGRAPHER

National Electric Light Association
New York Electric Cabs.
National Typing Association.

C. F. JOHNSON,

SHORTHAND REPORTER AND LAW STENOGRAPHER.

ADDRESS:

TELEPHONE 317 JOHN

TEMPLE COURT, (Room 51-52),
3 to 9 DECKMAN ST.

(COMMISSIONER OF DEEDS.)

Ans. Jan. 5/89

New York, Dec. 27/89

2 - N. Y.
O. E. W.
Thos. A. Edison, Esq.
Orange, N. J.
Dear Sir:

Personal

You may remember my interest in the Phonograph a couple of years ago. I have taken it up again, and the past three months have been experimenting with it exhaustively to develop its use in stenography. I am very anxious to get at the best practical results from it. Would you be interested in knowing what I have learned about the machine & possibly assisting over some of the practical difficulties which prevent I have now 4 phonographs and 3 graphophones, 3 report typewriter operators and several stenographers manipulating the machines. Results, entirely satisfactory, have not yet been reached but I expect to do all we anticipate. This after three months experimenting. Would be glad to go out to Orange if you desired. Very Respectfully,
C. F. Johnson

Phono - noy

211 E. 14th.

Ans.

Jan. 5/1890 Dec. 29th 89.

Mr. A. D. Tate,

Dear Sir,

Would you kindly let
me know, if one can
have a phonograph?

A gentleman, whom I
told about it, wants
to have one, and take
it in the South with
him. I know the address.

Mr. Hagen, the only one of those
there, except Mr. Edison himself,
whose time I would not take for a
moment - but I have got an
answer. Yourself, I ask praise
for taking the liberty to write to
your very truly: Anna Labadie.

in N. Y. but forgot
it, and the conditions too.
At the same time I
would like to ask you
to inform me, if I
am no more welcome
at the Laboratory. Mr.
Haugemann told me, ^{before}
he left, to come as often
I had the time. I asked
twice, writing to

ph-0

Law Offices

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, December 31, 1889.

Alfred O. Tate, Esq.,

Orange, N.J.

Dear Sir;

I enclose herewith duplicate copies of the agreement of October 28th, 1887, between Thomas A. Edison and Edison Phonograph Company, with the signatures left in blank. The original of this contract, as I learned from the copy sent me by Mr. Maguire, is hopelessly full of errors. Inasmuch as this contract is one of the exhibits in the series now in preparation for the purpose of organizing the United Edison Phonograph Company, I have had the errors corrected and the contract set in type. Will you kindly have Mr. Edison execute the duplicate copies sent herewith so that they may be filed among his records as substitutes for the one originally executed.

I send also a copy with the signatures printed in. Will you kindly take particular care to see that both Mr. Edison and yourself sign exactly as the signatures are printed. I have adopted what I suppose to be your usual signatures.

Very truly yours,

J. B. Entwistle

Directions for using the Phonograph.

1. Dust out the inside of all new cylinders before placing them on the machine.
2. Shave off all new cylinders perfectly smooth before putting on a record, *beginning at the bottom of the cylinder.*
3. Before adjusting either recorder or reproducer first stop the ~~machine~~ *carriage* by withdrawing the plug, *pull the carriage back from the cylinder, and turn down the bar in front of the machine by the means of the flat headed screw at the extreme right of the machine.*
4. For recording swing the recorder to the front, turn the small lever toward you, loosen the ball joint, and lower the carriage down carefully upon the cylinder; fasten the ball joint by a sharp turn to the right, and turn back the small lever. Turn up the front bar half way and start the machine by replacing plug.
5. Place the speaking tube in position. Listen in the mouth piece after turning down the front bar again, and after seeing that the knife is cutting, at the same time adjust the depth of recording needle by means of the small flat headed screw above the recorder, until it is heard to just scratch upon the wax. Talk in an ordinary tone, holding the mouth piece about two inches from the mouth. *do not talk too loud or too low.*
6. After recording turn up the front bar, remove the speaking tube, and ~~raise~~ *raise* up the carriage and brush off the wax adhering to the cylinder.
7. Reproduce, swing the reproducer to the front and follow Rules 3 & 4. Attach the reproducer tubes, and allow the ear pieces to rest of their own weight in the ears, then lower front bar.
8. Should the reproduction not be distinct, *one way or other* way of the large headed screw at the top of the carriage will improve it.
9. The speed is regulated by the large flat headed screw at the left, *connected with the bottom of the cylinder.*
10. There are three positions for the front bar; When turned completely down the carriage travels forward over the cylinder. When raised half way, the carriage is at rest over the cylinder, which is its normal position. When raised *completely* the carriage travels back for repetition. *When raised completely the carriage travels back for repetition.*
11. When not in use raise the top of the battery *adjusted by the screw at the highest notch.*
12. When the battery has not sufficient strength left to run the machine up to speed, pour out the solution and refill with new solution to the mark on the glass jar.
13. Keep the machine clean and well oiled.

at

B

C

not

1889. Phonograph - Edison Phonograph Company (D-89-56)

This folder contains correspondence and other documents pertaining to the business of the Edison Phonograph Co. Many of the documents deal with stock and royalty matters involving Mary Hemenway, Jesse Lippincott, and the North American Phonograph Co.

Approximately 50 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; meeting announcements; bills and receipts; duplicate copies of selected documents.

Collection "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N. J. Jan 27th 1889

Distribution of Payment
Received today

Cont - \$43,750.⁰⁰

Freelin = 780

| | |
|---------------|-------------|
| Pate | 175. x + |
| Innes | 631.45 x + |
| Tomlinson | 473.59 |
| Wetland | 947.18 |
| Ruff | 157.87 x + |
| E. H. Johnson | 789.32 x + |
| S. W. Tappan | 157.87 x + |
| Dyer | 157.87 x + |
| Veers | 157.87 x + |
| Atto | 157.87 x + |
| Bathelton | 2622.37 x + |
| T. A. Edison | 37321.74 |

\$43750.00

Raymond S. Stevens

[ATTACHMENT]

| | |
|----------------------------|--------------|
| Thomas A. Eds in | 10 350. |
| A. G. Fette | 30. |
| L. Insull | 100. |
| J. C. Tomlinson | 150. |
| E. T. Lulland | 300. |
| L. Bergmann and | 100. |
| J. C. Reiff | 50. |
| E. J. Johnson | + 250. |
| F. R. Foppant | 50. |
| P. W. Meyer | 50. |
| A. K. Keller | 50. |
| L. A. H. | 50. |
| J. Batchelor | 450 |
| | <hr/> 20 00. |
| Mary Hemmenway | 150. |

[ATTACHMENT]

Encl. Address "Edison, N.Y. Dist."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N.J. Oct 15/1888

~~12 000~~ | 433 000
 36 08 33
 50
 1804.16 50
 2
 3608.33 00
 2
 7216.66

50 = 1804.16
 100 = 3608.33
 180 = 5412.49
 300 = 10824.98
 7020.22

3608.33
 1804.16
 5412.49

Date — 2000. 7
 Small — 7216.66 x
 Insulation — 5412.49
 Lead — 10824.98
 Reiff — 1804.16 x
 E. g. — 9020.82 x
 Toppin — 1804.16 x
 Dyer — 1804.16 x
 Keller — 1804.16 x
 Ott — 1804.16 x
 Batchelor — 29970.00 x
 J.E. — 359634.25

433,000.00

426,534.25

[ATTACHMENT]

Letter Address "Edison, N.Y. N.Y."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N.Y. Oct 15 / 1885

Interest - 500.000
Paid 325.000

13
325
500
20

fraction 1/20 x Paid

| | |
|------------|------------|
| Rate | 1300.00 x |
| Insure | 4690.83 x |
| Insulation | 3518.12 |
| Epilane | 7036.24 |
| Riff | 1172.70 x |
| E.H.G. | 5863.53 x |
| Toppau | 1172.70 x |
| Syer | 1172.70 x |
| Keller | 1172.70 x |
| Ott | 1172.70 x |
| Datchelor | 19480.50 x |
| T.A.E. | 233697.78 |

281,450.00

amt paid
rat today
\$ 37198.36
xx

12000

$$\begin{array}{r} 500.000 \\ 67.000 \\ \hline 12000 \overline{) 433.000} \\ 36.083 \end{array}$$

3608

$$\begin{array}{r} 50 \\ 18040 \end{array}$$

826

500.000

$$\begin{array}{r} 167.000 \\ \hline 333.000 \end{array}$$

Toll —
 Small
 Toulivon
 Gleditsia
 Rungwam
 Ruff
 E. J.
 Indian
 Raven

1804 — 2000
 3608 — 7216

5012 }
 10824 }
 3608 out 12
 1804

$$\begin{array}{r} 333.000 \\ 27.75 \\ \hline 45.0 \\ \hline 1387.50 \end{array}$$

9020 —
 1804
 1804
 1802
 1802

269.720

Kellen
 Ott
 Batch

16236 \$29.970 —

$$\begin{array}{r} 29.970 \\ 16236 \\ \hline 13734 \\ 196 \\ \hline 13930 \end{array}$$

ME

~~343468~~
 433000

$$\begin{array}{r} 373468 \\ 13930 \\ \hline 389538 \end{array}$$

[ATTACHMENT]

2775-
12
1387.50

Zare - 1387.50

Inull - 2775.00

Imbrun - 4112.50

Gilbard - 8325.00

Rugmann - 2775.00

Reiff - 1387.50

Egg - 6937.50

Zoppa - 1387.50

Dyer - 1387.50

Viller - 1387.50

Att - 1387.50

331300.00

12487.50

33,300.

3330

29,970

269,730

299700

29970

269730

167.0000

436.730

333000.

33300

299700

5

14,985.00

269

[ATTACHMENT]

Edison
Phono Co
Stockholders

*MS
Feb 6th*
EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York Feb. 6th. 1887

My Dear Sir:

Mr. Tomlinson has at last admitted to me by letter that he has in his possession the original contract of Oct. 28, 1887, between Mr. Edison and the E.P.Co., and he promises to give it to me upon presentation of an order for it. I believe you are the Secretary of the E.P.Co. If so, kindly sign the enclosed order, and return the same to me. Then I will present it to get the contract from Mr. T.

Please also send me two printed copies of this contract. Mr. Lippincott requires a copy, and perhaps I can use your printed forms. Awaiting the favor of your early reply, I remain,

Very truly yours,

To

Mr. A.O. Tate, Private Secretary.

S. B. Eaton

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON,
EUGENE H. LEWIS

2 *New York* *Feb. 14th. 1887*
Ans. 20/2/87

Thomas A. Edison Esq.,

Dear Sir:

Enclosed please find the original copy of the agreement between you and the Edison Phonograph Company, dated Oct. 28, 1887, duly executed by both parties, the same being the agreement which I have recently procured from Mr. Tomlinson, in whose keeping it was.

You will be interested to know that I have carefully compared this agreement with the printed copies of it which you have, and find that they agree with the exception of one or two entirely unimportant typographical errors. For all practical purposes you can assume that the printed copies are correct.

Very truly yours,

S. B. Eaton

Platz, 24 G.
FARMLEY, GLENDORF & FISK,
COUNSELLORS-AT-LAW,
No. 27 Montgomery Street,
Telephone 70.
New York Office
150 Broadway, Room 9.

$\frac{3}{3}$

JOHN GLENDORF, JR.
RAIMOND FARMLEY,
WILLARD C. FISK.

Jersey City, N. J. April 8th 1889

A. D. Tate, Esq.
Orange N. J.
Dear Sir:

We are in receipt
of your letter with reference
to the matter of taxation
of the Edison Photograph
Co. We kept no copy
of the affidavit which
was filed last year
with the State Board
of Assessors but a
copy could be obtain-
ed from the Secre-
tary of the Board
at Trenton. The
affidavit which you
made at the time of

PARMEY, GLENDORF & PISK,
COUNSELLORS-AT-LAW,
No. 47 Montgomery Street,
Trenton, N. J.

New York Office,
100 Broadway, Room 5.

JOHN GLENDORF, JR.,
RANDOLPH PARMEY,
WILLARD C. PISK.

Jersey City, N. J. 188

the adjustment will
the Board would not
avail you now because
the circumstances of
the case are different.
As you recollect - you
Co. has since the
last State tax aban-
doned the intention
of manufacturing in
this State and has
leased the right
to do so to other
companies. In such
a state of affairs ex-
ists at present the
affidavit upon the
seized mill or of no

may.
Some time ear-
lier Mr John
Toulinson requested
us on behalf of the
Edison Phonograph
Co. to examine the
title to certain prop-
erty at Hoboufield
held in your name.
He furnished us
the deeds and we
had partially com-
pleted the search
when we understood
that Mr Toulinson
had secured his
connection with the

Editors and since
then we have not
no further instructions.
We would like to
close the matter up
and therefore ask that
you instruct us whether
to finish the record
or not.

Yours truly,
Pamela Audrey Hick

1875-1876

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

New York, Apr. 25, 1875

R. O. Tate Esq.
for Thomas A. Edison
Orange, N. Y.

Dear Sir:

Major Eaton has requested
me to advise you regarding the type
of 10 or 14% in Capital stock of the
Phonograph Co. Please inform me
what the Capital stock of the Company
is. I. e. how much is authorized by
the Charter & how much has been
issued. Also if ~~it~~ has been issued fully, paid.
if you are in town tomorrow I expect
about you and kindly see me.

Yours truly,
Eugene H. Lewis

Am not concerning Incorporated

Apr 7th 1875 - N.Y.

\$1,200,000
1200 - Two Cols

J. ADRIANCE BUSH,
ATTORNEY AND COUNSELLOR AT LAW,
10 WALL STREET.

Dictated.

New York, May 2nd. 1889.

My dear Mr. Eaton :

This morning I had my first business interview with Mr. Lippincott in several days and I called his attention to your favor of April 22nd. He says that he thinks the best way to correct the error, if one has been made, is for him to pay \$300 additional to Mr. Edison when he pays the last note and this will be done unless you have some other suggestion to make. Your letter gave me the first information on this head, the Hemenway stock having always been figured at \$150 per share.

Yours very truly,

J. Adriance Bush

To
S. B. Eaton, Esq.

121-1220

Law Offices

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, May 7 1889.

At. O. Tate Esq. New York 5/54
of Edison's Laboratory
Orange, N.J.

Dear Sir:

I would like very much to know whether you are going to be at the Laboratory tomorrow. If you are, I will go out and see you, and examine the Record Books of the Edison Phonograph Co, and also the pooling agreement between Edison and the other holders of the Edison Phonograph Co's stock. I wish to see these very much.

Will you kindly telephone or telegraph to me here, early tomorrow morning, stating whether you can see me and will be able to let me examine their papers?

Yours truly,
Eugene H. Lewis
P.M.M.

pl-10-

Law Offices

EATON & LEWIS

E. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York May 8, 1886

A. O. Tate Esq.

My dear Sir:

I have your letter of this date. Your demand is a copy of whatever agreement was made between Mr. Gibson and the holders of 1700 shares of stock in the Edison Bros. Co. inasmuch as Mr. Gibson became authorized to sell the equipment for such purposes. Mr. Lewis would not have known as the previous agreement is something entirely different from what I want. I think now is at ~~the~~ earlier convenience that the papers have asked for I have even less one. If there was none, please tell me whether the stock ~~was~~ had ever been transferred (the 1700 shares) for to Eugene Patterson or other person to the Lippincott sale.

Yours truly
Eugene H. Lewis

phone

Dear Mr. Tate:

Mr. Perry tells me to-day that \$300. was paid him as a Commission. That makes the total amount \$22,500. Is that right?

Please return this letter to me with your answer.

Very truly yours,

May 8th., 1899.

S.B. Eaton per C.

[ENCLOSURE]

Edison Station - Edison, N.Y.

Apr 20
Notes from the Laboratory
Thomas A. Edison.

Subject

Orange, N.J. April 19, 1889.

S. B. Eaton, Esq.,

120 Broadway, New York.

Received

Dear Sir:-

In the contract between Thos. A. Edison and Jesse H. Lippincott, under date June 28th, 1888, reference is made in the First Clause to the Mennerway stock, and the amount mentioned in the contract as having been paid for this stock is \$22,500. This is an error. There were 150 shares of stock sold to Mrs. Mennerway, and the price paid for the same was \$148 per share, making the total amount \$22,200, or \$300 less than the amount named in the above contract. You told me some time ago that if I would write you about this matter, you would adjust it with Mr. Lippincott's attorney.

Yours very truly,

Admiral

Private Secretary.

REGINALD GRAY.

MORRIS GRAY.

COUNSELLORS AT LAW.

60 DEVONSHIRE STREET.

Boston, May 24th 1889

A. W. Tate, Esq. Attn. June 3/89
Edison Phonograph Co.

Orange, N. J.

Dear Sir,

One year ago Mrs. Mary Ham-
mery purchased 10 shares of
the Edison Phonograph Co. Since
that time she has received no in-
formation, official or otherwise, as
to the status or prospects of the Com-
pany - I write on her behalf to
ask for such information and for
any printed matter you may have
referring to the Company even if
earlier in date than her purchase,
as we have no information as to
the Capital Stock or other wise of
the Company - Can you also
inform us as to the price at such.

stock has been recently bought &
sold - In short we are absolute-
ly ignorant of the status of the
Company and the Stock and hope
you will kindly give us some
light on the subject.

Yours truly
Reginald Gray.

Handwritten: 4-10-1897

Law Office

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, June 7th., 1897.

A. O. Tate Esq.,
Private Secretary,
Dear Sir:

Re Hemenway Phonograph Stock. Your valued favor of yesterday enclosing the letter of Reginald Gray of Boston, to you, dated May 24, is just at hand. There is nothing to show that Mr. Gray represents Mrs. Hemenway except what he says. But we will make no point on that. Let us reply to him as if he were her agent.

Practically speaking, Mr. Gray's letter is to the Phonograph Co. itself. That is to say he probably addresses you as an officer of the Company, and wants to know how it is getting along. In answering this question, the fact that Mr. Lippincott has bought most of the stock of the Company might be mentioned, but after all that is not the information which I think you would naturally give in reply to the letter. It seems to me that you ought to state in reply how the business is progressing, in general terms, and give any general information which an officer of the Company would naturally give to a stockholder making a similar inquiry. After having written that part of your letter, I suggest that you add at the bottom a paragraph somewhat as follows:

"Doubtless you have heard that Mr. Jesse H. Lippincott
"has purchased most of the capital stock of our Company.
"Should you wish to write him, his address is No. 160 Broadway
"New York City."

Possibly Gray's letter is inspired by some hostile motive arising out of Mr. Edison's recent tilt with Briggs and Jacques. You remember that in the contract of October 23, 1887, between Mr. Edison and the E.P.Co., the B. & J. agreement of Oct. 1, 1887, was assigned to the E.P.Co., together with all royalties and monies due or payable, or to become due and payable to Edison thereunder. Possibly some hostile party is trying to draw some statement or admission from you as Secretary of the E.P.Co., to be used against you hereafter. However, be that as it may, a letter in vague and general terms such as I have suggested above can do you no harm.

The said letter from Mr. Gray which you sent me, I return herewith, and awaiting your further favors, I remain,

Very truly yours,

Handwritten signature: J. B. Lippincott

16720
EATON & LEWIS
S. S. EATON
EUGENE H. LEWIS

Law Offices

*ans
June 13/89*

120 Broadway (EQUITABLE BUILDING)

New York: June 12, 1889.

Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

Re Edison Phonograph Co. We beg to make the following suggestions.

(1.) The by-laws of this Company require a Board of five directors to be chosen annually on the first Monday of October. An annual meeting should have been held in October, 1888. None having been held, it is somewhat desirable, although by no means imperative, that a stockholders' meeting should now be held to elect a Board. The voting power on the stock remains where it was. Shall I arrange to have a meeting held now, or do you prefer to let the Board remain as it is? Messrs. Gilliland and Tomlinson are members of the present Board.

(2.) At a special meeting of the Board held September 11, 1888, the Gilliland agency contract was revoked, and a new contract was made with yourself, of same date. The minutes of that meeting are recorded in the Book of Minutes, and one meeting has been held since, also recorded, to wit, October 24, 1888, to act on certain Lippincott agreements, but the minutes of the

T.A.E.2

said meeting of September 11, have never been read and approved at a subsequent meeting. It may turn out to be desirable, when we begin to take testimony in our case against G. & T., to have no contract with you like that of September 11th, 1888, in existence. A possible law point might be taken against us by the other side, based on the fact that you apparently elected to cancel the Gilliland contract. Do you see any objection to a meeting of the Board being held, at which meeting the minutes of September 11th, 1888, may be disapproved so far as relates to your agency contract? If you see no objection, we think it had better be done.

Awaiting the favor of your reply, we remain,

Very truly yours,

J. B. Calhoun

Plans -

"Edison's 'Edison, White'."

From the Laboratory
of
Thomas A. Edison.

Delivered

Orange, N. J.

June 17, 80.

Major S. B. Raton,

120 Broadway, New York.

Dear Sir:-

I enclose herewith draft of letter for Mr. Reginald Gray, in regard to Hemenway stock. In the first part of this letter I have said more than ^{is} ~~was~~ really necessary, but have done so simply for the purpose of elaboration - my idea being to give the impression that I desire to submit freely and fully all information, and that I have gone a little out of my way to do so. Kindly let me know if you approve of this letter?

Yours truly,

Private Secretary.

[ENCLOSURE]

plans

June 18, 80.

Reginald Gray, Esq.,
60 Devonshire Street,
Boston, Mass.

Dear Sir:-

I have before me this morning your letter of 16th ultre, asking, on behalf of Mr. Hemenway, information respecting the Edison Phonograph Company, an answer to which has been delayed owing to my absence from Orange. I take pleasure now in complying with your request.

In order that you may intelligently understand the manner in which the Phonograph business throughout is conducted at the present time, it is necessary for me to inform you that the contract between Mr. Edison and the Edison Phonograph Company, whereby the latter acquired the rights which it possesses, gave to Mr. Edison the exclusive right to manufacture phonographs and supplies for sale in the United States and Canada, the articles so manufactured to be delivered only to the Edison Phonograph Company or its nominee - or in other words, the Company contemplated marketing the

[ENCLOSURE]

R. G.

-2-

articles manufactured for it by Mr. Edison.

These manufacturing rights were last year assigned by Mr. Edison to a corporation called the Edison Phonograph Works, and the latter erected large factory buildings in Orange, and equipped them for a capacity of two hundred complete phonographs per day. At the present time they have made delivery of about twelve hundred instruments, many of which are I believe already in the hands of the public, and giving good satisfaction, and they are continuing delivery at the rate of about two hundred and forty instruments per week.

With regard to the affairs of the Edison Phonograph Company, probably you already know that Mr. Jesse W. Lippincott, representing the World American Phonograph Company, purchased all the stock of the former, excepting the shares previously purchased by Mrs. Hemmaway, but I do not think you are aware that Mr. Edison arranged this sale in such a way as to protect Mrs. Hemmaway from any possible loss. In the negotiations between Mr. Edison for representing in addition to his own holding, all the stockholders, excepting Mrs. Hemmaway and Mr. Lippincott, the total sum offered for the stock afforded an average price per share lower than the price paid by Mrs. Hemmaway, which was inevitable in a transaction involving such a large amount of money and the sale of such a large number of shares. // It was, therefore, inequitable to invite Mrs. Hemmaway to participate in the sale, but ~~as she was~~

[ENCLOSURE]

R. G.

had put them in stock from a pool of subscribers. When Mrs. Lippincott saw the advertisement recommended to leaving her to take the country and avoid any risks pertaining to stock sold without guarantee, and therefore made Mr. Lippincott an allowance out of the amount paid by the latter equal to the sum paid by Mrs. Lippincott for her present holding, which as I recollect it, was to be the maximum price to be offered Mrs. Lippincott, should Mr. Lippincott desire to purchase, and she decided to sell her shares.

This will allay any fears which Mrs. Thompson may have had as to the safety of her investment.

"With your permission I wish to make a suggestion, which is that I think it would be very desirable for yourself, as Mrs. Hammon's representative, and Mr. Jappineott to effect communication with each other. Mr. Jappineott's address is, No. 300 Broadway, New York City.

Yours very truly,

Yours very truly,
(1864) W. C. Hall
Secy

Phonograph

Law Offices

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York June 20th, 1889.

A. O. Tate, Esq.,

c/o Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

In Re Edison Phonograph Company. We beg to hand you herewith a form of notice to be signed by you as Secretary, and a copy of which is to be mailed by you to-morrow to each of the stockholders of record in the Edison Phonograph Company. You can fill in the notice such hour on the 1st of July as will be most convenient, in your judgment, considering the time-tables of the Railway. Please notify us of the hour that you fill in.

Section 36 of the New Jersey Law requires that the transfer books of the Company, and the books containing the names of stockholders, shall be open to every stockholder, from now on, until the annual election, and that it shall be the duty of the Secretary to prepare and make out, at least ten days before every election, a full, true and complete list of all the stockholders of said Company entitled to vote at the ensuing election, with the number of shares held by each, which list shall be made and arranged in alphabetical order and shall at all times, during the usual

hours of business, be open to the examination of any stockholder of such Company; which list shall be produced by the Secretary at the Annual Meeting.

The notice of the meeting must be mailed to-morrow, as ten days' notice is required, of the meeting. Please send us a duplicate list of the stockholders, so that we may prepare an affidavit of the mailing of the notices.

Will you kindly telephone us in the morning of the receipt by you of this letter, so that we may know that it has attention.

Yours truly,

Eaton & Lewis,
for both.

Phono

Law Office

EATON & LEWIS

S. S. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, June 21st, 1889.

A. O. Tate, Esq.,

c/o of Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

Re Phonograph Co. annual meeting. It appears that the By-Laws provide that the annual meeting shall be held at the office of the company. The certificate of incorporation states that the office of the company shall be at Harrison. The only stockholders' meeting that was ever held, was held at Harrison. All of the directors' meetings have been held there, excepting those where the Edison agency contract was acted upon.

In view of the above, the proposed stockholder's meeting had better be held at Harrison. Mr. Edison need not attend in person. The stock book of the company will show that he holds more than a majority of the stock in his name. He can give a proxy and the proxy can vote on his stock. That would be all right, notwithstanding the fact that, in a certain sense, title to the stock is in Mr. Lippincott, or in the N. A. P. Co.

Very truly yours,

S. S. Eaton

STATE OF NEW JERSEY,)
 :
 COUNTY OF ESSEX) SS

Thomas Maguire being duly sworn
 deposes and says:

I am employed as Assistant in the office of the
 Secretary of the Edison Phonograph Company, and on
 June 21st, 1948, I mailed, in envelopes duly stamped
 and addressed, a copy of the notice hereto annexed
 and marked Exhibit A, to each of the following parties,
 the same either being or having been stockholders in
 the said Company, to wit:

Thomas A. Edison,
 A. O. Tate,
 Samuel Insull,
 Jno. C. Tomlinson,
 R. T. Gilliland

S. Bergman,
 J. C. Raiff,
 W. H. Johnson,

P. W. Toppun,

H. H. Dyer,
 A. F. Keller,
 Jno. W. Ott,

Chas. Bacheler,
 Mrs. Mary Newmanway,

Orange, N. J.
 Orange, N. J.
 18 Day St., New York City.
 Boxed Bldg., New York City.
 Empire City Electric Co.,
 New York City.

327 W. 34th St., New York.
 247 15th Ave., New York.
 Edison Electric Light Co.,
 44 Wall St., New York.

Empire City Electric Co.,
 New York City.
 40 Wall St., New York.
 Orange, N. J.
 Edison Laboratory, Orange,
 N. J.

Orange, N. J.
 c/o Reginald Gray, Esq.,
 60 Devonshire St., Boston,
 Mass.

-2-

Subscribed and sworn to before me
this twenty-second day of June, 1889.

Exhibit A.

WILSON PHOTOGRAPH COMPANY

Orange, N. J. June 21, 1889.

Dear Sir:-

Notice is hereby given that the Annual Meeting of the Wilson Photograph Company will be held at the office of the Company at the Town of Harrison, in the County of Hudson, State of New Jersey, on Monday, the 1st day of July, 1889, at two o'clock in the afternoon of that day.

The Transfer Books will be closed for this purpose at the close of business on the 27th inst., and will be opened on the morning of the 2nd day of July, 1889.

(Signed) A. O. Tatro,

Secretary.

Phineas

Dear Mr. Tate:

This letter is rather curt. I do not quite like it. I am now doubly glad that your letter was so guarded.

June 24, 1889.
24-8

Very truly yours,,

S. B. Eaton per C.

[ENCLOSURE]

REGINALD GRAY
MORRIS GRAY,
COUNSELLORS AT LAW.

80 DEVONSHIRE STREET,

Boston, June 20, 1897

A. W. Talcott, Esq.

Orange, N. Y.

Dear Sir

I have to acknowledge the receipt of yours of the 19th inst. in answer to mine of the 24th ult. & have to thank you for your attention to my inquiries. The information as to the purchase of the stock of the Edison Company by the N. American Company comes as a complete surprise & a most altogether agreeable one - I shall follow your suggestion and communicate at once with Mr. Lippincott -
Yours truly

Reginald Gray.

V. 100
"Editor, New York."

From the Laboratory
of
Thomas A. Edison.

Orange, N.J. June 20, 88

Major S. B. Mason,

New York.

Dear Sir:-

Here is another letter from Mr. Gray, which I have
not answered.

Yours truly,



Private Secretary.

[ENCLOSURE]

Phong- (Winnipeg)
REGINALD GRAY
MORRIS GRAY,
COUNSELLORS AT LAW.

80 DEVONSHIRE STREET,

Boston, June 22, 1899

A. S. Tall, Esq.

Orange, N. J.

Dear Sir,

Mrs. Hemenway received a notice two days ago of the Annual Meeting of the Edison Phonograph Co. to be held on Monday next - Mrs. Hemenway is naturally anxious to acquire all possible information of the doings & prospects of the Company and I write to ask if it will be possible for us to get a full copy of the Annual Reports & of other matters of moment that may come up at the Meeting without attending the same in person. Perhaps you will do me the favor of advising me whether in your opinion the meet-

[ENCLOSURE]

ing will be one at which Mrs.
Harrison may ought to be represented
or whether it will be more by
formal.

I wrote to Mr. Lippincott
but have received no answer
or acknowledgment.

Yours truly
Reginald Gray.

Edison

OFFICE OF THE EDISON PHONOGRAPH CO.

Harrison, N. J., August 14th, 1889.

Dear Sir:

Please take notice that a special meeting of the Board of Directors of the Edison Phonograph Company will be held at No. 19 Day Street, New York City, at 10-30 A. M., Friday, August 16th, 1889, for the purpose of electing officers and of considering and taking action upon certain contracts proposed to be entered into with the Edison Phonograph Toy Manufacturing Company.

Charles Batchelor,

John F. Randolph,

Samuel Insull,

Directors.

To

Thomas A. Edison.

91-0-3
EATON & LEWIS
S. B. EATON
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

New York, August 20th 1889

John F. Randolph, Esq.,
Orange,

N.J.

Dear Sir:

Re Edison Phonograph Company: Will you kindly send to me by return mail information as to the number of shares of stock in the Edison phonograph Company which stood in Mr. Edison's name on 1st July 1889. That is the day of the last annual meeting of the Company and I should like to have this information at your earliest convenience.

Very truly yours,

S. B. Eaton

Phono

Law Offices

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York Nov. 24, 1889

Edison Phonograph Company,
A. O. Tate, Esq., Secretary.

Ans. Nov. 11/89

Dear Sir:-

Replying to your favor of yesterday, received today, asking what is the date of the Annual Meeting of the Edison Phonograph Company, I beg to say that the Annual Meeting should be held on the first Monday in October in each year.

You will remember that no Annual Meeting had been held for three years, but that we held a special annual meeting on July 1st, 1889. Inasmuch as no meeting was held last month, we can hold the Annual Meeting now in the same way as we held the special meeting last July, to wit, by notice and advertisement.

Under the agreement between Mr. Edison, Mr. Lippincott and the North American Phonograph Company, Mr. Edison can vote on the stock held by him as collateral security.

If you wish a meeting held now, please let me know and I will attend to all the details. Please also send me a list of stockholders, as appears by the books of the Company, with the number of shares held by each.

I should add that it is not necessary to hold a meeting

unless you particularly desire it. Under the by-laws existing
Directors hold over.

Awaiting the favor of your reply, I remain,

Very truly yours,

L. B. Eaton

Form No. 1. 41

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to by the sender of the following message. Errors can be avoided only by receiving a message card to the printing point for acceptance, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of toll paid thereon, nor in any case where the claim is not presented in writing within sixty days after receipt of the message.

THIS IS UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECEIVED BY | CHECK |
|---|---------|---------------|-------|
| 50 | Mi | On 25 paid 7x | |
| Received at <u>ORANGE, N.J. 44 D Nov 6 1887</u> | | | |
| Dated <u>Boston Mass 6/11</u> | | | |
| To <u>J. A. Edison</u> | | | |

Orange N.J.
 Place name some time when
 you will see my agent
 Mr. Gray in New York or
 elsewhere and oblige Mary Beaman
 C/o A. Dehnenway 16 Fremont St

1889. Phonograph - Edison Phonograph Works (D-89-57)

This folder contains correspondence and other documents pertaining to the business of the Edison Phonograph Works. Many of the letters are from the law firm of Eaton & Lewis and relate to stock matters and to agreements between Edison, the Phonograph Works, and other parties.

Approximately 40 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal; meeting announcements; orders; other routine business correspondence.

Edison

Jan'y 1st /89.

Edison Phonograph Works

Disbursements.

| | |
|----------------------------|-----------|
| Wax Cylinders &c | 401.46 |
| Adjustments | 13,644.88 |
| Applicances | 1,353.84 |
| Machinery Tools | 68,557.81 |
| Materials (Raw) | 18,185.51 |
| Buildings & Structures | 21,982.04 |
| Rent Cylinders & Buildings | 57,561.86 |
| Small Tools | 1,933.55 |
| Taxes | 574.50 |
| Insurance | 992.71 |
| Fuel | 468.46 |
| Installations of Wires | 9474.45 |
| Phonograph (Expense) Tools | 19,547.30 |
| Dr of (Old Phon &c) | 6766.06 |
| Iron Horseshoe | 223.81 |
| Cable No 1 | 21,675.47 |
| E. J. Gilliland | 469.93 |
| Battery Experiment | 102.72 |
| Food & Fuel & Oil | 602.09 |
| Black | 174.79 |

\$ 245,167.54

Receipts.

| | |
|--------------------------|------------|
| Cash from sales of stock | 144,000.00 |
| Mortgage | 10,000. |
| Appraisals | 35,056.86 |
| Bills Payable | 36,413.55 |
| Mrs A. Edison (Loan) | 19,450. |
| Overdraft (Bank) | 217.13 |

245,167.54

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

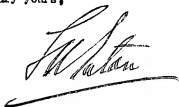
S. B. EATON,
EUGENE H. LEWIS

New York Feb. 25th, 1889

A. O. Tate Esq.,
Private Secretary,
Dear Sir:

Your favor of the 21st. inst. was received this morning, relating to Sec. 4 of the agreement of May 12, 1888, between Mr. Edison and the E. P. Works, and will have my early attention. I note that you say you will explain the matter further personally. Hoping to be favored with a call at your early convenience, I remain,

Very truly yours,



shown

Statement

Edison Photograph Works Co

June 1-1889

D^y

Dr

| | | | | | |
|---|--------|----|------------------|--------|----|
| To bank Bloomfield Factory | 24124 | 04 | By bank | 27620 | 67 |
| " back to Photograph Works | 19764 | 61 | " Bills rendered | 862 | 99 |
| " notes cancelled and given them \leq | 58030 | 00 | " Capital Stock | 37125 | 00 |
| " Interest on notes | 2838 | 56 | " Notes | 216297 | 93 |
| " Electric Lighting | 1458 | 75 | By Balance | 34592 | 34 |
| " Actual Labor \$12245.30 | | | | | |
| " Material 5613.80 | 17859 | 10 | | | |
| " Advance on Labor 13387.60 | | | | | |
| " " Material 1155.27 | 14542 | 87 | | | |
| | 316498 | 93 | | | |
| | | | | 316498 | 93 |
| June 1-1889 Balance due P.A. Edison | 34592 | 34 | | | |

EATON & LEWIS

S. R. EATON
EUGENE H. LEWIS

Law Office

120 Broadway (EQUITABLE BUILDING)

New York June 3rd., 1898.

Edison Phonograph Works,
Thomas A. Edison Esq., President,
Dear Sir:

Re Edison Phonograph Works Stock. Replying to Mr. Tate's question whether the stock in this Company which has been issued otherwise than for full payment at par in cash, should be stamped, I beg to say:

(1) The New Jersey Corporation Act of 1875, under which the Company is formed, provides, Sec. 55, that all stock issued for other consideration than cash must have legibly stamped upon the face thereof the words "issued for property purchased."

(2) The Act further provides, Secs. 55, 56 and 50, that in all statements and reports of the Company to be published, stock issued for property shall not be stated as issued for cash, but shall be reported according to the fact, also that the officers and Directors shall make a Certificate stating that the capital is fully paid, and if any Certificate made in pursuance of the Act is false, all the officers who have signed it shall be jointly and severally liable for all the debts of the Company contracted while they were stockholders or officers thereof. That is to say, *if any stock is issued,* for other consideration than cash, the certificate or fully paid up capital must state the fact exactly as it is, the amount issued for cash to be stated as issued for cash, and the amount issued for other consideration to be stated exactly according to fact.

(3) There is no penalty for failure to file a Certificate of fully paid capital. If, however, a creditor or stockholder requests the officers of the Company to file such Certificate, their failure to comply with the request within thirty days, will render them jointly and severally liable for the debts of the Company contracted before the Certificate is filed and recorded.

(4) Mr. Tate informs me that the Company has never filed a Certificate of fully paid up capital, and that no creditor or stockholder has ever requested that such a Certificate be filed. If that is so, no penalty has been incurred.

(5) Mr. Tate also informs me that the stock issued for other consideration than cash, has not been stamped with the words required by the Statute. He says the Certificates are within reach. I suggest that they be immediately stamped with the statutory legend, and that a corresponding stamp be impressed on the

stubs from which said Certificates were torn. We have in our office a rubber stamp containing the statutory words, and if it will suit your convenience, we will stamp the Certificates for you if you will send them to me. Or I will lend you the stamp.

(6) Inasmuch as the Statute requires that a Certificate of fully paid up capital be filed, I suggest that such a Certificate, be prepared. If you will tell me exactly for what consideration various shares of stock have been issued, I will prepare such Certificate for you, if you desire.

Awaiting your early reply, I remain,

Very truly yours,



photograph

EATON & LEWIS

S. S. EATON
EUGENE H. LEWIS

Law Offices

120 Broadway (EQUITABLE BUILDING)

*all
June 25/89*
New York: June 27th, 1889.

A. C. Tate, Esq.,

c/o Thomas A. Edison, Esq.,

Orange, N. J.

Dear Sir:

Re Edison Photograph Works. I telephoned to you the day to send me by mail tonight a list of the stockholders in the Edison Photograph Works.

I have prepared a certificate of the payment in of the entire capital stock of this Company, which will have to be signed by the Secretary. It occurs to me to inquire whether you propose to call a meeting of the Directors of this Company for the purpose of electing a new Secretary in your place, during your absence abroad? If you intend to adopt this course, then, there is no immediate necessity of filing the certificate before your departure, as the new Secretary may sign in your place.

There is no express provision of the New Jersey Corporation Statute, under which stock may be issued for services. I understand, from the correspondence between us upon this subject, that the stock issued to Temlinson, Batchelor and Tate stands upon your books as having been issued "for services rendered". Is it

not possible to change the entries so as to make the stock appear to have been issued for cash to Mr. Edison and afterwards transferred, as a gift, from him to the present holders ? That course should have been pursued originally; it would have obviated all question.

Yours truly,

Eugene A. Harris

phonograph

Law Offices

EATON & LEWIS
S. S. EATON
EUGENE H. LEWIS

220 Broadway (EQUITABLE BUILDING)

New York June 27, 1889.

A. O. Tate, esq.,

C/o Thomas A. Edison, esq.,

Orange, N. J.

Dear Sir:-

Re Edison Phonograph Works, trust agreement. I am engaged in the preparation of a trust agreement to be executed by Mr. Edison to the Garfield Safe Deposit Company, in pursuance of your understanding with Major Eaton.

I think it best to annex to the trust agreement copies of the agreement of May 12, 1889, between Mr. Edison and Edison Phonograph Works. I presume you have printed copies of the said contract: If you have, will you be kind enough to send me two or three of them? The agreement is to be executed in duplicate and, therefore, two copies will be required for that purpose.

Will you be kind enough to inform me whether our figures agree? In the preparation of this agreement, I am assuming that 52 per centum of the entire capital stock of the Phonograph Works has already been issued to Mr. Edison, and that this amounts to \$156,000, or 1560 shares; as I compute it, 38 per centum of this

A.O.T.2

amount equals \$50,280, or $502\frac{8}{10}$ shares.

I am also assuming that the dividends declared in excess of 25 per centum are to be paid over by the Trust Company to Mr. Edison.

Upon these assumptions I have already drawn the trust deed and will have the same ready for execution as soon as you have sent me the printed copies of the contract of May 12, to be annexed.

Yours very truly,

Eugene H. Lewis

THOMAS A. EDISON, President.
CHAS. BACHELOR, Vice-Prest.

SAMUEL LINSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KIRKES, Asst. Secy. & Org.



The Edison Machine Works

No. 19 Day Street.

New York, N.Y. 25 June 1889



THE EDISON MACHINE WORKS,
Schenectady, N. Y.

Mr. McEate Mr. Howard
wanted to see you badly to day -
about the meeting to have been
held up by him. Meas. or -
He says he can not be as
part to any original and
will not answer to ~~that~~
what he knows is not true.

Hastily

Yours
Thos. A. Edison

? Phonograph

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. S. EATON
EUGENE W. LEWIS

New York July 5th, 1889.

Thomas A. Edison, Esq.,
Orange, N. J.

Where sent
G

Dear Sir:-

Re Edison Phonograph Works: Trust Agreement. We beg to hand you herewith duplicate copies of an agreement to be executed by yourself on the one side, and the Garfield Safe Deposit Company on the other, in pursuance of an arrangement communicated to us by Mr. Tate. Will you kindly execute both copies of the contract by appending thereto your signature opposite the seal. You may then either return the contracts to us, to procure the signature of the Garfield Safe Deposit Company, or may communicate directly with that Company, at your pleasure, and have the two contracts executed and exchanged between yourself and the Deposit Co.

In the event of your desiring that we shall see the Deposit Co. and have the contracts exchanged, be kind enough to send to us with the contracts executed by you, a certificate for 592 ⁸/₁₀ shares of the capital stock of the Edison Phonograph Works, made out in the name of the Garfield Safe Deposit Co.; we can then deliver the certificate and one copy of the contract to the Company, and obtain the other copy of the contract and send it to you.

Yours truly,

Eaton & Lewis

Call Address "Edison, New York."

*From the Laboratory
of
Thomas A. Edison.*

Subject, _____

Orange, N.J. _____ 188

$$d^{\frac{1}{2}}(t) = d(t) - \frac{1}{2} \int_0^t d(s) ds + \frac{1}{2} \int_0^t s dW_s$$
[illegible]

$\frac{d}{dt} \left(\frac{\partial L}{\partial \dot{x}} \right) = \frac{\partial L}{\partial x}$

1. The first group of authors (e.g., [1, 2]) considers the problem of the stability of the motion of a system of particles in the field of a central body. The results of these studies are used in the theory of the motion of celestial bodies.

and that was done in the laboratory. I went to New York, took on Saturday morning, but when I got to the office I found a message waiting for me from the laboratory, saying that the original had not been prepared as yet; but when added percentages, exactly the amount of each percentage given, and what the percentage figures are.

Young et al.

Samuel Knell

Le Thomas Baker.

Yours truly,
Samuel H. Johnson
 Difference in
 Amount is owing to some
 books not on his shelves
 H. J.

Phonograph
FORM NO. 102.

EDISON PHONOGRAPH WORKS

Orange, N.J. _____ October 15th, 1899.

Mr. A. O. Tate,
Edison Laboratory.

Dear Sir:

In answer to your communication in regard to phonograph zincs, we have not been making mercury zincs for sometime past, but it may be possible that in making a small amount of mixture the quantity should vary. I think it would be better that these zincs should be made by the Edison Manufacturing Company as they are prepared for that class of work, and are now making all of the Edison battery zincs, and when we make these we have to make special preparation for them. I spoke to Mr. Batchelor about this some days ago.

Yours truly,

J. C. Englehart,
Manager.

Patent

Law Offices

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York December 6, 188

A.O. Tate, Esq.

Ans. Dec. 7 1888

Dear Sir:

In reply to your letter of the 4th inst. referring to the proposed agreement between Thomas A. Edison and the Garfield Safe Deposit Company, I beg to state that I have retained no copy of this agreement, but I understand that the trust has been accepted by the Garfield Safe Deposit Company. If you will kindly send me one of the copies of the agreement in your possession, I will look into the matter and communicate with you further.

Very truly yours;

S. B. Eaton

SAMUEL INSULL.

*any
rec 9/19*

44 WALL STREET,

New York, Dec. 9th, 1888. 18

A. O. Tate Esq., Secretary,
Edison Phonograph Works,
Orange, New Jersey.

Dear Sir:-

I beg to confirm my verbal request to you to examine all accounts at the Phonograph Works. The method of procedure that I desire adopted is as follows:

First, all payments of every kind must be vouchered. Invoices must be approved by the order and receiving clerk, by the book-keeper who makes out and enters the voucher and by Mr. MacGruthar. On their signatures you can approve the vouchers for payment.

All Pay Rolls should be carefully checked and certified to by the time clerk or Pay Roll clerk or whoever attends to the making up of the Pay Roll, by Mr. MacGruthar and approved for payment by yourself.

All petty cash accounts should be carefully checked by you and the expenditures for the month should be vouchered and a check drawn for same at the end of each month, the voucher bearing the signature of the Cashier who disburses the money, of Mr. MacGruthar, and of yourself as approving the payment. Of course, it is just possible that many of the different classes of clerical work may be done by one and the same man. If this is the case, one signature will be sufficient in addition to Mr. MacGruthar's and yours.

A.O.T.,2.

I wish you would consult with Mr.MacGruthar on this subject, and if the plan roughly outlined above does not seem to meet the case,I shall be only too glad to make any such modifications as you may think desirable. My desire is that all accounts,whether for material or labor or expense,shall bear your signature and also that of Mr.MacGruthar,as having immediate charge of the office. On these signatures I am perfectly satisfied to make the payments, with such slight examinations as I may have time to make when I get an opportunity.

Yours truly,

Sam Lumsy

1889. Phonograph - Foreign - General (D-89-58)

This folder contains correspondence and other documents relating to the commercial development of Edison's phonograph in France, Germany, Russia, and Latin America. Some of the letters pertain to the presentation of a phonograph to the German Imperial Postal Museum and the demonstration of the phonograph to Czar Alexander III, Peter Tchaikovsky, and Anton Rubinstein. Many of the letters are by Julius H. Block, Edison's phonograph agent in Russia. Also included are two letters, written by Block in 1922, enclosing phonograph testimonials made in 1889.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: routine requests for information; routine inquiries about foreign sales agencies; letters of transmittal; other routine business correspondence; duplicate copies of selected documents.

Phone - South American

LAW OFFICES OF
DUNCAN, CURTIS & PAGE,
ROBERT A. DUNCAN, ROBERT M. CURTIS,
LESLIE E. CURTIS, PARKER W. PAGE.
EQUITABLE BUILDING,
125 BROADWAY, NEW YORK.

*Ans
Jan 10/89*

January 8, 1889.

A. O. Tate, Esq.

Care T. A. Edison, Esq.

Orange, New Jersey.

Dear Sir:-

I had a conversation with Mr. R. N. Dyer, attorney for the Edison Co., relating to the introduction in South America of patented inventions on phonographs. A gentleman, Mr. Woodrun, of Virginia, has lately been travelling in the Argentine Republic in the introduction of cigarette machines made by clients of ours, and has, as he thinks, unusual facilities, in connection with his acquaintances there and his knowledge of the people, their wants &c., for introducing and selling phonographs--perhaps to the extent of making sales of the patents &c.

I can say of Mr. Woodrun that he has had great success in the work which he has done for our clients, and he is spoken of as a highly honorable, intelligent and capable business man. From my own short acquaintance with him I can simply say I have seen nothing which would tend to disprove this estimate of him. He certainly seems to be a gentleman.

Now Mr. Dyer advises me to write you to this effect: Whether if Mr. Woodrun (who is now in Virginia awaiting the manufacture of machines to be shipped to South America) should call upon you or Mr. Edison there would be a fair probability that some proposition would be made to him, or that he could be put in the line of nego-

tations with some one who has the right to deal in the invention for South America and his course made more easy by a personal interview with you. Mr. Dyer said that he understands that the management of the foreign patents has been put into the hands of Col. Garand of London, but he is of the opinion that it might be advisable for Mr. Woodruff to see you and Mr. Edison, and that very likely you might be willing and able to arrange for him with Mr. Garand.

I will add that Mr. Woodruff seems to be in earnest in this matter and would, I think, if he could receive any encouragement from you, through me, come up from Virginia and see you.

Please advise me in this matter at your early convenience, and oblige

Very truly yours,

R. H. Duncan,

of Duncan, Curtis & Page.

Dictated.

M. J. J. J. J.

*N.B. The plates are not to be used in this subject
as other matters should be regarded.*

Post Office Department.

OFFICE OF FOREIGN MAILS.

Washington, D.C. January 22nd, 1899.

Sir:-

Your attention is invited to the following extract (translation) from a letter of the Postal Administration of Germany, viz:-

"The Imperial German Post Office requests the Post Office Department to procure for the German Postal Museum (in Berlin) one of the new Edison Phonographs, as this instrument - according to the newspaper reports - is used very extensively.

"To judge from these newspaper reports, the exhibition of this Phonograph in various cities has been particularly interesting owing to the circumstance that the words of prominent persons in the scientific, artistic and political circles of America have been reproduced at a considerable distance from the place where they were spoken.

"As the German Postal Museum not only exhibits its collection of telegraph and other apparatus, but also endeavors to show to visitors their practical application, it would be very desirable, if some words spoken by some of the persons referred to above could be transmitted with the Phonograph. The Imperial German Post Office would, therefore, be greatly obliged if the Post Office Department would also procure some such words in connection with the Phonograph."

Please inform me, as soon as practicable, if you can furnish this Department with a thoroughly tested phonograph, of the best finish and with the latest improvements, accompanied with full instructions for its use, and with remarks of prominent persons for reproduction, all packed with special care, so as to insure safe transmission to Germany, for exhibition in the Imperial German Postal Museum in Berlin; and if so, what will be the price of the same? If

Mr. T. A. Edison,
Orange,
New Jersey.

-2-

If any improvements in the instrument are contemplated, and it is in your opinion advisable to await their completion before complying with the request of the German Office, I would thank you to promptly advise this Department to that effect.

I am, very respectfully,

Your obedient servant,

Nicholas M. Bell
Superintendent Foreign Mails.

Phono-Graphic-Central American

JNO. I. SABIN,
PRESIDENT.
FRANK MELANDRILIN,
Vice-President.
LOUIS GLASS,
Gen'l. Manager.

PACIFIC PHONOGRAPH CO.

EXECUTIVE OFFICE, 352 PINE STREET,
SAN FRANCISCO.

April 2nd, 1889.

A. O. Tate, Esq.,

Orange, N. J.

Dear Sir:

We wrote to Col. Gouraud about Feb'y 2nd and applied for the Sandwich Islands and Central America, to which letter we have received no reply.

The parties through whom we propose to operate in both these localities are first class business people and their standing is such that we do not like to trifle with them. If Col. Gouraud has made other arrangements, we would like to know it. And if he has not done so, we feel sure we could operate the Phonograph for him more successfully than any other parties he could reach. As you probably know where he is, we would esteem it a kindness if you would make these inquiries for us.

Very truly yours,

Louis Glass
Gen'l Mgr.



John H. Cheever, Treasurer
J. D. Cheever, Deputy Treas.

New York, July 15 1887
Thomas A. Edison Esq
Orange N.J.

Dear Sir,

Being in possession of a letter of introduction to you, given to me by Mr. Cheever, I take the liberty to address you before venturing a visit to your works. I would, least of all, like to intrude upon you, when any conversation should soon reunite you, yet would feel greatly disappointed, should I not be able to make use of the kind introduction of Mr. Cheever's. —

I am pretty certain a short chat with me of mutual benefit as regards business in America, & you would besides confer a great honor upon writer of

this, if you would ~~be~~ ^{be}
appoint any time between
Wednesday & Saturday day
or night, that would suit
you to give me an audience.
I return Saturday by S.S.
Strania for Moscow, & would
very much like to give you
some information about
Col. Gouraud - my plans
about Russia - facilities
we possess &c -
Hoping to be favored with
a reply. They to remain

Yours very truly
Julius H. Block

Member of the Trading Firm
"J. Block"

P.S. I had the pleasure of leaving
the first Russian message inscribed
on a cylinder, in London - a person
address to you, which Col. Gouraud
intended to send over to you, in
February, this year. Thus I had the
pleasure of being phonographically
introduced to you ere this & my voice
could be easily identified. J.H.B.

Phms

The New York Phonograph Co

257 Fifth Avenue New York City

New York, July 28th, 1889.

UNDER AUTHORITY OF
THE NORTH AMERICAN PHONOGRAPH CO.
AND JESSE H. LIPPINCOTT,
SOLE LICENSEE OF THE AMERICAN GRAPHOPHONE CO.

Dictated to and transcribed
from the
PHONOGRAPH.

Mr. Thomas A. Edison,
Orange, N. J.,

My dear Sir:

*Wrote to Mr. Edison and
that Messrs A. Mariani
desires him to come to
his house say twice -
then write Mariani that
Monsieur Angelo Mariani, a distinguished resident of
Paris, desires very much to obtain a Phonograph. I have consulted
Mr. Lippincott for advice, and he has told me to use his name in
corresponding with you. Monsieur Mariani entertains in his hotel
or house in Paris from one hundred to two hundred of the most dis-
tinguished men of letters and of science each Saturday evening,
and I believe that the Phonograph ~~desires~~ ^{to show the phono} ^{on Aug 2} ^{evening} ^{he}
would be shown to great advan-
tage in his hands. If you will kindly give me a letter introduc-
ing him to some one in authority in Paris, recommending any
courtesies that they could extend in this direction to Monsieur
Mariani, the same will be greatly appreciated by him and by me.*

I remain,

Yours very truly,

Richard Henry Stoddard

24-10-0

SWORN AFFIDAVIT OF
THE NORTH AMERICAN PHONOGRAPH CO.
AND JESSE H. LIPPINCOTT,
SOLE LICENSEES OF THE AMERICAN GRAPHOPHONE CO.

The New York Phonograph Co.
257 Fifth Avenue

New York, August 5th. 1899

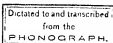
Mr. A. O. Tate,
Orange, N. J.,
Dear Sir:

Your courteous favor of the 2nd. inst. just received, and contents noted with much pleasure. I feared that Mr. Edison had been too much pressed for time before sailing for Europe to attend to this little matter, but I see that like everything else you and he have done this matter well also.

Thanking you for your kindness and the trouble you have taken in this matter, and believing that the Phonograph in Mr. Mariani's hands will help the cause, for he is a great enthusiast on the subject, I remain

Yours very truly,

Richard Moulton Daines



Phono - Russia

TRADING FIRM

J. BLOCK.

REPRESENTATIVES FOR RUSSIA OF:

Fairbanks & Co, H. Dixon & Sons,
(Scales) (Saws & files)

W. & J. Douglas, Gillies Wind Engine Co.
(Pumps) (Wind Motors)

WYCKOFF, SEAMANS & BENEDICT,
(Remington typewriter)

DAVINE, TRATT & CO,
(Cotton gins)

Coventry Machinists Co Ltd
(Cycles)

Joseph Perkins & Sons, nr. Redditch
(Nails)

Willcox & Gibbs Sew. Mach. Co.

Seidel & Naumann - Dürkopp & Co.
(Sewing Machines)

etc. etc.

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J. BLOCK BLOCK

Moscow, St. Petersburg & Khabarovsk
We use "A. B. C. Code" 4th Edition

August 12 / 24 188 9

188

Moscow,
(Telephone 422)

St. Petersburg,
(Telephone 132)

AG

Chas. Batchelor Esq.

Orange - N. J.

Dear Sir:-

These lines are simply to show, that the unlimited hospitality & kindness bestowed by you upon me, a stranger to you, were not sown on sterile ground. The days visit at Edison's Laboratory will be memorable to me till my life's end. I do not know in what words to clothe my hearty thanks & I feel so greatly indebted to you, that I wished I knew a way how to partly reciprocate your kindness & generosity.

The wish you expressed at your departure will be attended to in every respect. I am proud to say already, that there will be no difficulty in the slightest degree to work the instrument perfectly well by me. You may imagine how I nursed my dear baby all the way to Moscow, never letting it go out of sight. My joy was unlimited, when, on arrival here, I attached a Grenet cell & setting the instrument going, I tried the cylinders & was able to adjust the diaphragm so nicely, that I was able to discern the faintest sound without having the ear tubes, by simply putting my ear to the opening of the diaphragm.

I now anxiously await the 2 boxes, which are on the way & I hope, contain some cylinders, the battery & the funnels, you were kind enough to promise. This will then make the Phonograph complete & I can, beforehand, predict a complete success in the highest spheres & in the scientific & musical world.

Best thanks for your sketch of July 23. I will look into it, when I get the battery. I have attached the largest size of a Grenet cell & , to my great disappointment could but work it one hour the first time & but 20 minutes the second, when the power gave way.

If it does not inconvenience you, you would do me a great favor in advising what solution you would put in. I would also ask you to kindly state when Mr. Edison is sure to be back home.

Again expressing my deep esteem for all I experienced at Orange

I remain

Yours very truly J. Block

1st. Please place the boxes in the hands of the messenger who is in charge of the boxes. The boxes of Edison's Phonograph should be attached to the messenger's bag.

half a dozen persons hear the instrument at the same time.
I have to repeat my request about the Grenet cell. The op-
ticians here, say that a Grenet can never be used longer than 20
minutes & is good only for small experiments of very short dura-
tion. Now I recollect, that you mentioned something like 12 hours
duration of the large size cell. I have a very large one & it ac-
tually worked but 20 min. & I therefore think it must be the cause
of the solution & that you use another kind. The cell contains
fully a quart & has 3 carbons & 2 zincs.

I am sorry, that I have to trouble you with all this, but I
want to be positive, that I am fully posted in everything, before
commencing my demonstrations.

Hoping to hear favorable from you I remain

Very truly

J. M.

Conflicting my letter of the 1st of
I am able now to satisfy to the effect of the
with battery & the 24 extra cylinders sent me
and you with a few questions, but they
-I have to repeat my request about the Grenet cell. The op-
ticians here, say that a Grenet can never be used longer than 20
minutes & is good only for small experiments of very short dura-
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tually worked but 20 min. & I therefore think it must be the cause
of the solution & that you use another kind. The cell contains
fully a quart & has 3 carbons & 2 zincs.

Plan -

New York City, 9th Sep. /88

My dear Sir:

I beg to say that Mr. Insull asked me to day to see Mr. Charles A. Cheever about a claim set up by him or his principals against the London Graphophone Company, possibly affecting that Company's title to the graphophone patents abroad.

I succeeded in seeing Mr. Cheever today, and have given Mr. Insull a synopsis of what I discovered in order that he might send it to you by cable, and the object of this letter is to verify the cablegram.

Mr. Cheever had no papers whatever to show what his claim is. They were all taken to London on last Saturday's steamer, by his associate, Mr. Martin, who, Cheever says, went abroad on other business and took these papers along only incidentally. The only information I could get was such recollection as Mr. Cheever had of the papers, which I found was vague.

Mr. Cheever claims that at the time of the sale of the graphophone patents was consummated, certain other parties had an option, which technically speaking had not expired. From Mr. C's statement, apparently the option had probably expired, although Cheever now claims to the contrary. If his claim is a good one, his parties will simply have an action to recover damages, and I do not see how such an action can in any way affect the title of the patents touching the present owners of them. I asked Cheever whether he claimed there was collusion between the present buyers and the sellers, to the end that the original parties who thought of buying might be cheated out of their rights and their option. He said there was nothing in the papers he had to show collusion, but that possibly there might have been. My opinion is that if there were collusion, so that the present buyers conspired in bad faith with the sellers to injure the original parties, an action might be brought by the latter which would probably affect the title of the present owners.

Cheever stated that all the papers were in the hands of Woodhouse & Rawson, London, who own the claim. He would not let me send their name to you by cable, because he did not wish them approached by you until after Mr. Martin had seen you. But I see no objection to giving you their names by mail.

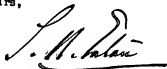
Cheever thinks that the graphophone people will threaten you by proposing to carry on business in spite of your patents unless you sell to them at their price, and he thinks that in such an emergency it would strengthen your hand if you owned this claim which might invalidate their title to their patents. He is looking for somebody who is willing to pay him money for his claim and he thinks you may be willing to purchase it. That appears to be the true inwardness of the situation.

I hardly think you would invest any money in a claim of this kind, in any event, but I am sure you will not unless you first get competent legal advice as to whether the claim can be made to invalidate the title to the graphophone patents touching th their present owners.

Please excuse the length of this letter, but I feel it to be my duty to let you know just what occurred in view of the fact that you took the pains to cable me to examine and report.

Will you kindly present my compliments to Mrs Edison and your daughter, also to Mr. Tate, and believe me to remain with best wishes

Sincerely yours,

A handwritten signature in dark ink, appearing to read "L. M. Bates". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Thomas A. Edison, Esq.,
Care of Drexel Harjes & Co. Bankers,
Paris,
France.

Phono - Germany

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following messages.

THEO. T. ECKERT, General Manager. NORVIN GREEN, 950

| NUMBER | SENT BY | RECD BY | No. OF WORDS |
|--------|---------|---------|--------------|
| 487 | 3 | Ko u | 27 |

RECEIVED
 SEP 18 1889
 Heistberg

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. 17/1889

To Edison nys'd

Ship Helmholtz Berlin Charlottenburg five
 motor Phonographs dozen recorders receivers
 Extra with supply cutting knives ten
 belunde batteries books two barrel blanks
 #1

Edison

Photo - Russia

TRADING FIRM
J. B. LOCK
REPRESENTATIVES FOR RUSSIA OF
Fairbanks & Co. H. Dixon & Sons,
(Scales) (Scales) (Scales)
W. L. B. Douglas, Collier & Co. Engle C.
(Pumps) (Scales) (Scales)
WYKOFF, DEAN & DEAN,
(Machinery) (Machinery) (Machinery)
DANIELS, P. & S. Co.
(Cotton gins) (Cotton gins) (Cotton gins)
Coventry Machinists Co.
(Cycles) (Cycles) (Cycles)
Joseph Perkins & Sons, nr. Redditch
(Needles) (Needles) (Needles)
Willcox & Gibbs Sew. Mach. Co.
Seidel & Naumann, -Derkopp & Co.
(Sewing Machines) (Sewing Machines) (Sewing Machines)
etc etc

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Moscow,
(Telephone 412)
St. Petersburg,
(Telephone 83)

We use "A. B. C. Code" 4th Edition.
Sept 7 / 19 1889

188

Chas. Batchelor Esq.

Orange. N. J.

My dear Sir; To-day I have to thank you for your kindly remembering me, in mailing the hand book, which I have read most carefully & in which I found some very useful & instructive hints for the future.

I have mastered the wonderful instrument perfectly as far as recording & reproducing goes & there remains but to get a proper multiplex hearing tube to make the affair complete.

What would you think of the idea of putting a hollow wooden sphere say 4" from the diaphragm of the reproducer (I mean I would take off the branch tube, which you sent, , leave the cork & the small end of the rubber tube attached to the cork, which is put to the diaphragm & attach to this the sphere.) To this sphere, which would be bored in various directions over the upper half, I would attach the double tubes for say 6 - 8 persons. Do you think such an experiment worth making??

I am also experimenting with some differently shaped receiving funnels & covers & will report, if there should be something worth reporting.

I wrote Mr. Insull in regard to dynamos, since we have had several inquiries lately; not knowing, whether the American Co. can sell to us here, I do not know whether I shall be able to get a favorable reply..

I have addressed a few samples to a friend of mine in N. Y. of some Russian work in cast iron & enamel. The former I asked him to hand to you, the latter the greatest inventor of any age. They are simply to give you & Mr. Edison an idea of what such a wild country like this is able to produce & I believe will be liked by you in giving you an idea of the working of metals in this country. I am sorry the forwarding of same has been detained so long; but I did not find what I needed, ready & it takes here a very long

time to get anything from the interior or to have things made to order.

Once more thanking you for your kindness & hoping to be of some service to you some time later on
yours very truly

Chas. Batchelor M.D.

O r a n g e . N . J .

My dear Sir:-

To-day I have to thank you for your kindly remembrance of me in writing the hand book, which I have read most carefully & in which I found some very useful & instructive hints for the time

being. I have mastered the wonderful instrument perfectly and am now cording & re-arranging faces & there remains but to get a further multiple hearing tube to make the affair complete.

What would you think of the idea of putting a hollow wooden sphere say 2" from the diaphragm of the reproducer (I mean I would take off the brass tube, which you saw, & leave the cork and the small end of the rubber tube attached to the cork, which is put to the diaphragm & attach to this the sphere.) To this sphere I would attach the double tubes for my 8 - 8 persons. Do you think such an experiment worth making??

I am also experimenting with some differently shaped receiving funnels & covers & will report, if there should be something worth reporting.

I wrote Mr. Inaudi in regard to dynamo, since we have had several inquiries lately; not knowing whether the American Co. can sell to us here. I do not know whether I shall be able to get a favorable reply.

I have addressed a few samples of a friend of mine in N. Y. of some Russian work in ear trumpets & canals. The former I asked him to hand to you, the latter, the greatest inventor of any age. They are simply to give you & Mr. Edison an idea of what such a thing could be like in the future & I believe will be liked by you. I am sorry the forwarding of same has been detained so long but I did not find what I needed ready & it took me a very long



POST OFFICE TELEGRAPHS.

No. of Message.....

If the accuracy of an Inland Telegram be doubted, the telegram will be repeated on payment of half the amount originally paid for its transmission, any fraction of 1d. less than 1d. being reckoned as 1d.; and if it be found that there was any inaccuracy, the amount paid for repetition will be refunded. Special conditions are applicable to the repetition of Foreign Telegrams.

Office Stamp.



Charge }
to pay } s. s. d.

Handed in at the *Berlin*

Office at *2. 50p*

Received here at *3. 24p*

TO {

Edison Pinner Ltd

*shall need until end of
October these thousand marks more
cannot have passage before the
Matthe hismarck emperor promised news
russian emperor invited phonograph is
imitation from Hamburg is offered for.*

N.B.—This Form must accompany any inquiry made respecting this Telegram.



POST OFFICE TELEGRAPHS.

No. of Message.....

By Appointment to Her Majesty the Queen.

If the accuracy of an Inland Telegram be doubted, the telegram will be repeated on payment of half the amount originally paid for its transmission, any fraction of 1d. less than 1d. being reckoned as 1d.; and if it be found that there was any inaccuracy, the amount paid for repetition will be refunded. Special conditions are applicable to the repetition of Foreign Telegrams.

Office Stamp.



Charge }
to pay } s. s. d.

Handed in at the

Office at

M. Received here at

M.

TO {

Edison

*140
one*

*marks shall I buy
Wagner*

N.B.—This Form must accompany any inquiry made respecting this Telegram.

Phono. Russian

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(Pumps) (Wind Motors)

WYCKOFF, SEAMANS & BENEDICT,
(Remington typewriter)

DAVID L. FRANK & CO.
(Cotton gins)

Coventry Machinists Co Ltd
(Cycles)

Joseph Perkins & Sons, nr. Redditch
(Needles)

Willcox & Gibbs Sew. Mach. Co.

Seidel & Naumann, -Dürkopp & Co.
(Sewing Machines)

etc. etc.

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J. BLOCK | J. BLOCK
Hamburg, St.-Petersburg & Kienitzburg.
We use „A. B. C. Code“ 4-th Edition.

28 / 10 Octobre 1889

St. Petersburg, 1889

Ch. Batchelor Esq.

Edison Laboratory.

Orange. N. J.

Dear Mr. Batchelor :-

Not wishing to occupy your valued time with my lamentations about the few queries in regard to the phonograph, I have ventured this time to address a letter to Mr. English & have to report to you to day of an invention, that, I thought, may possibly interest you.

A Russian has invented a new cell, which he claims to be far superior to everything invented until now. It is patented in the U. S. & the number is -400215.-, should be interested in getting the patent papers. He wants to sell his patent for America & has asked us to attend to it. He claims the following:

- 1)- The electroproducing power of the cell is 2,15 - 2,35 volts.
(against 1,5 v. of Bunsens)
- 2)- Its resistance (inside) of the size of 9" x 7" x 6" is 0,8 - 0,8 ohms.
- 3)- The cell does not polarize.
- 4)- The current is very continuous. (I give you the literal translation from the Russian.)
- 5)- It does not produce any gases.
- 6)- When the circuit is unlocked ~~is~~ the material is not wasted.
- 7)- The zinc is not eaten up.
- 8)- The current is very cheap.
- 9)- Very little attention is needed. Construction very simple.
- 10)- The liquid does not mix through the diaphragmas.
- The inventor's name is Ishmenetzki.
- The size of a battery of 18 cells would be 20"x18"x27".

Very truly yours

[Signature]

bravely for us, he has kept us up
in the trail of your wonderful
instrument by showing its usefulness
from morning to night to Emperors, Kings,
generals, bankers, professors - in fact to
every body connected to anything in
public and official life. ^{He} has not
even the pleasure of having been
brought ^{in an instance of a policy} upon the stage - is this
man learning that the Phonograph
is indeed "the" event of the season.

Hoping, that the account of
the proceedings in our comparison room
will find a place amongst your
files

I am
yours very truly
Max Morawetz
Editor Nationalzeitung

Max Morawetz

National-Zeitung.

Amst. Nov 5/99

Berlin W. (S), den October 14^{te} 1899.
Muhlenstrasse 59.

Thomas Edison Esq.
Orange, N. J.

Dear Sir,

Permit me to thank you enclosed the
account of the first address published in any
German paper with the help of the Phonograph.
Under a number of letters and gentlemen
unites at this very interesting occasion, as
we highly please. I may add, that
the account published in the National-Zeitung
has been copied in almost every paper
in the country.

I understand, that Mr. Hengemann
intends to take the Phonograph to account
to Hermanns Molke. This I hope
will give us a short piece of rest.
While the Phonograph over here Mr.
Hengemann has made it rather

Form No. 2.

CABLE MESSAGE. **THE WESTERN UNION TELEGRAPH COMPANY.**

All CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following:

THOS. T. FOWLER, General Manager.

ROBERT GREEN, President.

| NUMBER | SENT BY | RECD BY | No. OF WORDS | FROM |
|--------|---------|---------|--------------|------|
| 9977 | V K | 29 | Berlin | |

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York

Oct 18 1889

To Edison NY

Phonograph great successes in Berlin
graphophon here three weeks left for
Vienna hardly shown Siemens desires
letter explaining fully your stand
towards graphophon to contradict rumors
leave Kaiserhof Sunday for Vienna
grand hotel mail cutting knives - Wangemann

MMP INZOLIT

County Machine Co. Ltd.

take with me, I

you, I saw a new

urn . always .

~~Information~~ **Gift**

ow hawkiest

TRADING FIRM

J. B'LB O'OUK

Excerpt -

Phons. Russia

TRADING FIRM
J. B. BLOCK.

REPRESENTATIVES FOR RUSSIA OF:

Fairbanks & Co, H. Dixon & Sons,
(Scales) (Saws & Saws)

H. & A. Douglas, Collaps Wind Engines &
(Pumps) (Wind Motors)

WYCKOFF, BEAMANS & BENEDET,
(Remington typewriter)

MAFFEE & SONS & SONS &
(Carriage gear)

Coventry Machinists & L^d
(Cycles)

Joseph Perkins & Sons, Mr. Reddick
(Machines)

Willcox & Gibbs Sew. Mch. &

Soidel & Neumann—Dürkopp & Co.
(Sewing Machines)
etc. etc.

IMPORT OF MACHINERY, HARDWARE & C.

ADDRESS | TELEGRAMS
J. B. BLOCK | BLOCK
Moscow, St.-Petersburg & Kharkov.
We use „H. B. C. Code“ 4-th Edition.

18 / 28 Oct. 89. 188

188

C. B. Block, St. Petersburg,
(Russia)

I have arranged an album, which is to serve the purpose of collecting autographs of all prominent men, beginning with the czar.

Tschaikowski & the professors have already written down their impression received from some persons to read these expressions, when fully collected, in

listening to this wonderful instrument & , no doubts, it will give some pleasure to read these expressions, when fully collected, in

Mr. Edison

And now, I do not want to take up more of your valuable time & would ask you to write me to whom I may address my applications for advice in urgent cases, so as to avoid bothering you always???

You will understand, that I am very anxious indeed to receive prompt & minute replies, since I will not spare any amount & necessary to bring my scheme to a successful end, but this a matter of impossibility without your assistance.

You cannot well understand what exceptional interest I take in this matter & I gladly put my heart & soul into this affair, which I consider a great honor & with special pride, I am glad to sacrifice a good deal of business in order to bring my aims to a successful end, viz: to demonstrate the phonograph to its very best advantage to all Russia, whatever the future result in regard to the commercial part may be, since I cannot know who Col Gouraud will appoint as representative. What I am aiming at is, to clone my successful demonstrations before the ground is tampered by any inexperienced men & so install "all the glory, that is due to the great Edison" as Tschaiowski expressed himself.

With my warmest wishes to you & deepest esteem to Mr. Edison
yours very truly

[Handwritten signature]

CABLEGRAM.

No. Message.

No. of Words.



OFFICES:

NEW YORK, 1 Broad St., Great Building.
 " " Stock Exchange.
 " " "Herald" Building.
 " " 9 Beaver Street.
 " " 442 Broome Street.
 " " 30 Union Square.
 " " Hoffman House.
 BOSTON, 77 Milk Street.
 " " 101 State Street.

The following CABLEGRAM received, "Via Commercial Cables," at _____
subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From Petersburg To Edison City

| | | |
|------------|--------------|------------|
| Upon | Czars | invitation |
| introduced | Your | creation |
| surprise | admiration | |
| Fall | paralizacion | |
| | Block | |
| | | invitation |

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

[FROM JULIUS H. BLOCK?]

Photo. Foreign

Form No. 1

CABLE TELEGRAMS

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for it must be sent by wire on the Western Union Cable, and on the back of the message, which conditions have been agreed to by the sender of the message.

THOS. T. ECKERT, General Manager.

W. A. GREEN, President.

NUMBER 12042 SEND BY RAILWAY 26 WIRE WIRE

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York

RECEIVED 1889

NOV 16 1889

To Edison my

Ans'd..... 1889

Full admiration of your genius
just shown by our countryman
Mangemann through your phonograph
association Niederwald wishes
to give thanks and cordial greeting

show. answer

Washington, 7/12/1889.
Dear Sir, Ack Rec. 5/1/89

Your letter great
kindness to instruct the introduction
of your wonderful invention, the Phono-
graph into America, - to my brother Sam-
liver. I need not tell you and it will
hardly interest you, what you have
quite mislaid me with it, but it
might perhaps not be unimportant to you,
if you know, to what extent this
is the case.

I have occasionally felt my
lack of knowledge of the English lan-
guage very deeply, and this is one of
the most depressing instances.

I hope, nevertheless, that you will
receive with kindness the lines
written in German, that accompany
this letter, as a humble sign of
my great admiration of your
genius. Most sincerely yours

Thomas A. Edison, Esq.
Orange, N. J.

[ENCLOSURE]

photograph

EDISON

graph.

Was ist der Mensch? Ein Hauch, ein Nichts;
Ein glühender Funke ewigen Lichts,
Der auf der kalten Erde zischt
Vor Schmerz, & ewig dann erlischt,
Was bleibt von ihm? Ein Fleck, - sein Grab;
Denn Jeder leest ein Andrer ab.
Das ist ein doppelzuengig Wort:
"In seinen Thaten lebt er fort!"
Der Geist der Zeit wird ewig wahren,
Den seine Thaten treu verklaeren;
Er selbst, nach menschlichem Ermessen
In wenig Jahren ist vergessen,
Vergebens sucht Ihr festzuhalten
Sein Bild durch freundliche Gewalten.
Es "ist" sein Bild, & doch, gewöhnlich
Erscheint es uns nicht "sprechend aehnlich".
Jetzt hast Du Zauberer unsrer Zeit
Von diesem Mangel uns befreit
Durch Deines Wunderkindes Macht,
Das weint wie wir, & gleich uns lacht,
Die Stimme nur vermag zu zeigen
Uns wie wir sind an uns, ureigen;
Die Stimme glebt des Herzens Töne;
Ihr Wohlklang zeugt von innerer Scheune;
Ihr Misston deutet Leidenschaft,
Emporgewuehlt aus innerer Haft,
Es steigt bei unsrer Stimme Klänge,
Gleichviel in Rede oder Sänge,
Auch unser Bild getreu empor.
Hervorgezaubert durch das Ohr,
Du wirst in Zukunft Trost gewahren
Den Kindern, die mit heissen Zaehren
Der Mutter vielgeliebtes Bild
Zurueck sich rufen schmerzerfuellt,
Dem Gatten, der mit ihnen trauert, -
Denn alle lauschen, lustdurchschauert
Den wohlbekannten Kesenamen,
Die gleichsam aus dem H Jenseits kamen;
Dem Freunde bist Du Troester auch,
Wenn Ihr, nach dieser Erde Brauch,
So Leid wie Hass will blass verdrriessen,
Kann er des Todten recht geniessen;
Dem Ehrgeiz & dem Kunstlerthum
Beutet frischen Lorbeer Du & Ruhm
Und weist ihnen neue Bahnen
Die wir an heutigen Tag kaum ahnen,
Denn einzig & allein durch Dich
Erkennt man ganz, wie klein das "Ich".
So hast Du Meister uns gegeben
Auf Erden schon ein kuenstiges Leben,
Gabst Dauer unsrer krausen Spur
Im Lebensbuche der Natur,
Erhoehetest den Gehalt des Lebens,
Gabst einen Zielpunct alles Strebens,
Und drausust dem frechen Boesewicht
Auf Erden, mit dem Weltgericht.

Edison, Thomas, 1878.
H. J. ...
20/21 4/21

phonograph - Russian

TRADING FIRM
J. BLOCK.
REPRESENTATIVES FOR RUSSIA OF:
Fairbanks & Co, H. Winston & Sons,
(Scales) (Sew & Sew)
W. & R. Douglas, Gallop Wind Engine Co.
(Pumps) (Wind Motors)
WYCKOFF, BEAMANS & BENEDET,
(Remington typewriter)
MARSHALL & CO. LTD.
(Cotton gin)
Coventry Machinists Co. Ltd
(Cycles)
Joseph Perkins & Sons. an. Redditch
(Needles)
Willert & Silber Steh. Wsch. Co.
Seidel & Mauwmann.—Dürkopp & Co.
(Sewing Machines)
etc. etc.

IMPORT OF MACHINERY, HARDWARE & C.



ADDRESS TELEGRAMS
J. BLOCK BLOCK
Moscow, St.-Petersburg & Kharkov.
We use „A. B. C. Code“ 4th Edition.

Moscow, 10/22 nd. Novem. 188 9.
(Russian city)
St.-Petersburg, 188
(Russian city)

34

Charles Batchelor Esq.

Oranhe , N.Y.

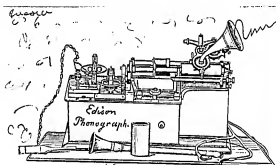
Dear Sir,

We are in receipt of your favor of the 5 th.
inst. returning cheque & beg to thank you for same , you may believe
that your generosity is fully appreciated on this side.

Our Mr. J.H.Block who has been demonstrating the Phonograph
& who has had the pleasure of corresponding with you is at present
from home & will answer your favor fully on his return .

Yours sincerely

J. Block



Aut. Dec. 12/89 *Ich sag' es leise, ich sag' es laut,
Geman wie es mir anvertraut.*

Vienna Nov. 24. 1889. -

Thos. A. Edison Esq.
Orange, N. J.

My dear Sir, -

I hope the short cable from
St. Petersburg, announcing the
grand success at Gatchino,
reached you safely on the 11th or

14th inst. The Gas was naturally
greatly astonished, pleased,
excited, charmed; in short
his mind underwent a change
as any mind of an intelligent
being must in listening to your
great wonder. -

The result of my very successful
demonstration was the question
put to me by the Gas whether
when he could receive such an
apparatus - but I could not
say I did not know. This
answer could not, naturally, leave
a good impression, since the Gas
knew pretty well, that many doc-
trines, estimates & diagrams were pre-
sented with your wonder by you.

The Gas being greatly interested

in your wonderful invention, could
you or would you not put him
under the same category as the
others. If this be in convenient
would you kindly show me the
channel of procuring one for
above purpose. I would like to
present him with the one, if there
is a chance to do it.

With the beginning of publicity of
your apparatus ^{the} ~~the~~ received inquir-
ies from all ~~parts~~ ^{sides} - about
pieces - &c - Naturally I can
not say "I know not"; yet this
does leave the future business in
this article & I therefore intrude
upon your kindness with a second
question: "Can you help me

to put me on the right track
to find out what your people
(the Bus. Co.) intend to do with
America - since we never received
a satisfactory letter from
Col. Gouvard & I would be heart-
ily sorry if this splendid inven-
tion should fall into the hands
of some inexperienced people,
who may, by a wrong start,
lessen or perhaps even undermine
the great future of this article
in America. -

With hearty greetings & thanks
for all your kindness bestowed upon
me, also say ad. your service

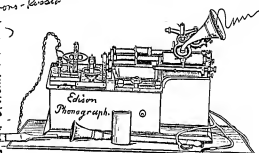
Yours very truly J. H. Brown

Phono-Recorder

1880

November

11. 1880



Ich sag' es hier, ich sag' es laut,
Genau wie es mir anvertraut.

Chas. Batchelor Esq.
Orange, N. J.

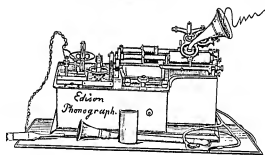
Dear Mr. Batchelor

On my way to Italy I find
a moment to report to you
my grand success in St. Peter.
burg, of which I gave a hint
in a cable to Mr. Edison, the
day after my demonstration, viz:

Nov. 11. — Sunday, Nov. 10 —
the demonstration took place
in the palace at Gatchina.
The Czar had invited a
number of friends (there
were 39 present) amongst
which were 2 brothers &
his children, some ministers
& court ladies &c —
I was asked to show & ex-
plain the photograph after
dinner, which ended at 8¹⁵.
I had a branch tube for
8 to listen on a neat adjust-
able stand, had the explanation
with me & a few new ones.
I had prepared for the occasion.
After a short explanation
I proceeded with one of your
cornet solos, since the emperor

is a cornet player himself —
His Majesty was listened to
with great attention & the
wells found approval. —
Special honors were produced
by reproducing the diff.
noises. Naturally the falling
off of the plank created
quite a sensation — of
which the papers were full
the next day. Both the
emperors & the empress
expressed their great satisfaction
& stated, that they were sur-
prised at the clearness & inten-
sity of this photograph com-
pared with one they heard at
the palace of the King of Rouman

He was greatly interested & asked a lot about Edison & his laboratory (asked several times whether there it were possible to purchase a phonograph). I could not say anything as both possibilities were shown then would be introduced into Quesada - explaining at the same time, that this one apparatus was given to me by the great inventor as a special favor with the view of demonstrating it to him & to the various scientific & musical societies in Quesada.



Ich sang es leis, ich sang es laut,
Gena so wie es mir anvertraut.

With an accumulator of a new Russian system (Jablotski's) I had more success in writing the "Reveries" - & with patience after having taken the necessary parts to pieces & studied them, I ~~soon~~ ^{soon} obtained very good results in talking - but had no chance to try the friends or other instruments. The Emperor would not speak into the phon. - or I would have sent the cylinders to Copenhagen.

on this. With great diffidence
he permitted the emperor to
say a few words & the Genl.
Pichler spoke -

After 1 1/2 hours I was dis-
missed with thanks from
the emperor & empress -
They both were very kind,
plain & pleasant in their
talk & I felt more like
talking to some old friend
in their home than to such
a powerful personage as the
Czar of Russia, ruler
of a hundred million souls.
Only I may here repeat
the phrase uttered by me to
Mr Edison - it is easier
to be received by the

Czar of Russia, than it is to
receive an audience at
Cal. Gouraud. Naturally
I did not see him on the
way from your country to
Russia, but am put in a
rather awkward position,
since I receive inquiries
from all sides & cannot
give any answer about the
future fate of the phon in
Russia. - The day after yesterday
I was asked by the Minister
of the Court, - Count Morozoff
Wardhoff to show the phon -
He had invited some of
the Ministers & their spouses.
naps, who were all quite

[illegible]

Oslo - Sweden

Form No. 1.

CABLE MESSAGE.

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES sent for transmission must be written on the Message blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

MORVIN GREEN, President.

| WORDS | SENT BY | RECEIVED BY | No. OF WORDS | TIME |
|-------|---------------|-------------|--------------|-------------|
| 40 | <i>Edison</i> | <i>Oslo</i> | 25 | <i>2:35</i> |

Received at *OSLO, N. J.*

To *Edison*
Orange *8/8/88*

Your marvelous phonograph exhibited Oslo Sweden today, eminent success hearty congratulations first phonographic message to the Swedish King Rikard Walander.

[illegible]

Herald 1110
450
55
1615

Lib 46
400
446

Union Press & 66
City Press

M. H. - J. H. - J.

NB. 88.628 Ger.

In any further correspondence on this subject,
the above number should be quoted.

Post Office Department

OFFICE OF FOREIGN MAILS.

Washington, D.C. December 10th, 1889.

Sir:

Referring to your reply, under date of the 23rd. of January last, to this Department's letter of the preceding day, No. 84 471; I have to invite your attention to the following extract (translation) from a letter of the Postal Administration of Germany dated the 23rd ultimo, viz:

"According to the letter of the Post Office Department of January 25th, 1889, Mr. Edison has referred our request for a phonograph of the most recent construction for the Imperial Postal Museum, to his Agent for Europe, Col. Gourand of Little Menlo, instructing him to arrange this whole matter by direct negotiation with the Imperial German Post Office. This Office, therefore, opened negotiations with Col. Gourand, but so far has not been able to obtain the desired phonograph. Meanwhile, Mr. Edison has caused several specimens of his phonograph to be transmitted direct to various Institutions in Berlin, e.g. the 'Physico-technical Institution', the 'Urania' &c. &c. In this condition of affairs, and as it is not desirable that the Postal Museum, which possesses one of the most complete collections of electrical apparatus, should be behind other institutions in this respect, we are exceedingly anxious to obtain as soon as possible a phonograph for the Postal Museum.

"Relying on the courtesy, hitherto shown by the Post Office Department in this matter, the Imperial German Post office would request the Post Office Department once more to ask Mr. Edison, as soon as possible to fill our former order for a phonograph of the most recent construction, and add the articles mentioned in the enclosed list. It would be very desirable to receive at the same time a number of American Phonograms—speeches of prominent persons, pieces of music, &c. &c.—as has already been stated in our letter of December 31, 1888.

"The Imperial German Post Office would be greatly obliged, if the Post Office Department would kindly act as an intermediary for paying the money to Mr. Edison, and for transmitting the phonograph to Berlin.

"The Imperial German Post Office encloses herewith, for transmission to Mr. Edison, a copy, each, of the latest catalogue of the Postal Museum, and of a pamphlet entitled 'The Postal Museum' by F. Hennicke.

The

Prof. Thos. A. Edison,
Orange,
Essex County,
New Jersey.

"The Imperial German Post Office will be greatly obliged by an early reply."

I enclose, herewith, the pamphlets referred to in the foregoing extract; and would be glad if you would inform this Office as to what action you will take in regard to furnishing the desired phonograph, phonograms, and the following additional articles which constitute the "list" mentioned in the extract, viz:

- "150-200 wax cylinders,
- 2 recorders, and five glasses belonging thereto,
- 3 small knives for smoothing the cylinders,
- 3 reproducers, with the 3 small knives and small globes belonging thereto.
- 3 pair of straps, and 3 wire brushes for the motor."

Your early attention to this matter is requested, in order that a prompt reply may be made to the German Office.

I am, very respectfully,

Your obedient servant,

Wm Brooks,
Acting Superintendent Foreign Mails.

Samuel Insull, President
Francis B. Upton, Vice Pres.

Henry M. Francis, Treas.
Thomas Butler, Secretary.

Canadian Edison Manufacturing Co.

Treasurer's Office
Imperial Building
Montreal

FACTORY AT SHERBROOKE, PQ.
JOHN LANGTON,
GENERAL MANAGER.

Head Office
15 Bay Street
New York City

Montreal, Canada: Decm. 11, '88.

A. O. Tate Esq.,

Private Sec. Thomas A. Edison,

Orange, N. J.

My dear Mr. Tate:--

From the advertisement in the ~~above~~ Programme it appears that

an Edison Phonograph will be adopted in the Play the coming week at the Academy of Music in this City.

As the Phonograph has been patented in the Canadas, I believe the bringing of the Phonograph into the Dominion might possibly affect the Patents; and as I know of no one else to send the information to I have presumed to send it to you, concluding that if it is necessary, you will give the information to the proper Parties.

By the way, can you give me any information as to what action ^{has been taken} looking to our manufacturing the Phonograph? I have been asked the question as to when the Phonograph will be ready for sale in Canada and in the absence of any positive information have stated that the matter had been unavoidably delayed.

(2)

A. O. T.

Mr. Insull when I last saw him in New York stated that Mr. Edison was about completing a new type of Phonograph.

If you are liberty to do so, will you kindly inform me when this Machine will be ready.

Mr. Barr on his return from New York stated that he had secured an interest in the talking Doll, and that he expected shortly, the Models, now being dressed in New York; and that we should have the manufacturing of this Doll at our Sherbrooke Works.

Once this information gets abroad that Edison talking Dolls are to be sold we shall undoubtedly be called on to furnish them at once.

If there are any Blue Prints or other data that would enable our General Manager, Mr. Langton to look into this subject and make necessary preparations, could you not send me a copy of the same, that is if we are to do the manufacturing.

Yours very truly,

Wm. Francis

P.S. I had expected to have called on you when last in New York, but pressing business matters with our President prevented. I wanted particularly to see you & get ^{an} copy of Mr. Edison's Photograph with his signature attached. Can you send me a copy for my office -

Yours truly Francis

John - Weston

Ans. Dec. 23/69

New York, 88 West Twenty-fifth Street.

December 23/69

My dear Sir -

I have just received your letter of the 17th inst.

and am glad to hear that you are well.

I am, Sir, very respectfully,

Yours, Sir, very truly,
John Weston.

Edmund D. West

The journey made with your ingenious invention, the Phonograph, through Austria and Hungary by Mr. Mangemann, has excited the greatest interest of all the leading circles among native, emigrants and I received many letters from abroad, which asked me for a great many details regarding the same.

Although I had the pleasure to be allowed to visit your factory in May,

last, I should not, however, a
great value upon being
able to call there and more
and to get from you, Sir, or
your assistant some useful
information and explanation
about relations of the phono-
graph and its practical
use.

Please give me kindly
notice, whether and at what
time I should be allowed
to call, and you will
greatly oblige

Yours very respectfully
Andreas Palitschek
P.S.

Dr. R. Rosent of Austria-
Hungary.

Palitschek

Phono-Germany

Leipzig.
Madel No. 11.
Fernsprechstelle No. 270.

Dresden-A.
Waldschlossstrasse No. 4.
Fernsprechstelle No. 0.

Dresden-N.
am Markt, gr. Klosterstrasse No. 13.
Fernsprechstelle No. 692.

SÄCHSISCHE BANKGESELLSCHAFT.

Adressen für Depositionen:
„Bankgesellschaft.“
Richtbank - Büro - Dresden.

Dresden den 12. September 1889

Privat!

Dear Mr. Edmond! Arrived 11/10

I hope Colonel C. G. Freund back
in London and to see him over in Berlin
for finish our negotiations in Germany. -

I send you hereby an newspaper notice
for show you that I have presented
your Photograph also in the Parliaments
of the German Empire in Berlin and
the Kingdom of Saxony in Dresden. -

I hope to receive so soon as possible
the newest form of Photograph by
Colonel C. G. Freund and that you haven't
any loss with the Photographs and the
speech to the King of Saxony by "Photograph".

Separate I send you the Portrait-Photograph
of your married dolls in Berlin. With kindest respects
I remain dear Sir
Breslau 12. September 1889

Phono - Germany

GESELLSCHAFT URANIA.
VORSTAND.

Voransch.-Anschluss III. 126.

Journ.-No.
Die in Journalen abge-
gebenen Briefe.

BERLIN NW. 40, den 21. Decbr. 90.
27.62. Juvulienstrasse.

Thomas A. Edison, Esq.

Amst. Jan. 21/1890

Dear Sir,

The undersigned directors of the Gesell-
schaft Urania presents you his warmest thanks
for the two excellent specimens of your wonderful
new phonograph sent to him, as well as for the rich
collection of musical and other rolls and furniture.

This munificent gift has become one of
the most attractive and interesting objects of the
establishment and many thousands of visitors were
put in astonishment and ecstasy by your splendid
invention.

If with what we can repay our debt
of gratitude to you we shall do so by endeavouring
to procure the greatest possible enjoyment of the
excellency of your phonograph to the hearing of
the means of most carefully managing it.

On this occasion we would not like to fail
telling you that, already when our society was founded
we wrote the name of Edison on our shield as
an inspiring element;

Our statutes say: "...Indirectly the utility of
our institutions for the science must consist in

a lively and fruitfying excitement that
it may carry into those wide parts of a great
city, from which so often went forth great
men whose a dim interest for natural studies
and whose penetrating in routine services
did not find their germs and first nutriment
on high universities and colleges. May we
think of Herschel, Vesel, Faraday, Edison
etc.

If besides the multiform joy in contemplation
of nature and the high recreation excited
even in the simplest minds by apprehending
their store of knowledge, if, we say, the
institutions of the drama in the current
of the young generations will succeed
in regressing and elevating many persons
and also in sowing some grains of corn into
a fertile ground, so that they grow richly by a
self-sustaining culture process, our best task
will be accomplished."

If at last we dare touch a question of
business we should like to beg you kindly to
advise us upon which way and conditions your
new photographs are sold.

We have inquiries on this subject rather

every day from all parts of Germany.
We further remark, that we effect
the sale of all instruments exhibited in
our establishment.

With the expression of our most respectful
regards we remain, Dear Sir,

Yours very truly,
The Directors of the Gesellschaft
Mannheim.

J. B.
J. Meyer

FROM No. *Phono - Germany*

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks supplied by this Company for that purpose, under and subject to its
unlimited terms, and on the back hereof, which conditions have been agreed to by the sender of the following message.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECEIVED BY | NO. OF WORDS | FROM |
|-----------|--------------|-------------|-------------------|---------------|
| <i>37</i> | <i>W. S.</i> | <i>12</i> | <i>Gothenburg</i> | <i>See 24</i> |

Received at *ORANGE, N. J.*
To *J. A. Edson*

Orange N. J.

*Technical society Gothenburg
hearing phonograph kindly highly
congratulations*

ms. l. 100

Phono - Germany

No. 88922 En.

In any further correspondence on this subject the above number should be quoted.

Post Office Department

OFFICE OF FOREIGN MAILS.

Ans. Jan 6/1890

Washington, D.C., December 31st, 1889.

Sir:-

Referring to your reply, under date of the 12th. instant, to my letter No 88 628, of the 10th, in which your Secretary states that he was instructed to say that you regretted very much the delay which had occurred in furnishing the Postal Administration of Germany with a phonograph for the Imperial Postal Museum, and that you had that day sent an order to your factory "to ship at the earliest possible moment", addressed to this Office, two of the largest type of phonographs complete &c., for transmission to Germany; I have to inform you that as the phonographs in question have not yet reached this Department it is deemed best to advise you of the fact of their non-receipt.

If they have not been shipped, it would probably be well for you to cause the packages to be specially delivered to the postmaster in New York, advising him by letter of the nature of the contents, and to hold them until instructed by this Department as to their disposition.

This would save expense, and the unnecessary transportation of the instruments, to this city and return to New York for shipment to Germany.

If

Professor Thomas A. Edison,

Orange,

New Jersey.

-2-

If you will cause this course to be pursued, and so inform this Office, the postmaster in New York will be instructed without delay to despatch them to their destination; and the German Office will be advised of their shipment.

I am, very respectfully,

Your obedient servant,

Wm Brooks,
Acting Superintendent Foreign Mails.

Wm

J. H. BLOCK
VILLA ARMAND

D
1889

Phon.-Russia

(Oct. 30, 1889)

VEVEY.....November 2.....1889
TEL. 414

Thomas A. Edison Esq.

Orange. N. J.

Dear Mr. Edison;-

It seems that a more or less interesting document of the "Edison Album" had not been enclosed with the other "Autograms" of celebrated Russians.

This document being from quite a different class of people, it may be of some interest to many ^{my} American, as compared with the representatives of art and science.

During the "séance" I took a record of the voices of all present. One of the ministers expressing his admiration meant that he would not feel astonished if you would, some day, accomplish the feat of transmitting the heat (after accumulating it) by electricity from the tropical climes to the cold northern regions. Another one said that he would like to see this wonderful phonograph applied to prevent railroad accidents. When being asked by one of the ministers how he imagined this to be done- he replied : "well, I don't know how".

Sincerely yours



[ENCLOSURE]

J. H. BLOCK
VILLA ARSARD

VEVEY.....192
TH. 82

T R A N S L A T I O N from the Russian.

-----O-----O-----

The demonstration of EDISONS PHONOGRAPH effected this day by J.H.Block, was accompanied with complete success.

The apparatus reproduced with remarkable precision the various sounds preserved by it. The human voice was heard as vividly as we only know it by word of mouth; the musical sounds were a true resound of instrumental playing.

In hearing the records, taken by the phonograph at various times in New York and elsewhere, as well as during to-days demonstrations, we could not but become wonvinced of the solution of the difficult problem of preserving the sounds in their entire actuality by means of the phonograph.

The reproduction of this actuality left on all those, present at the demonstration, a strong impression, and involuntarily produced surprise of the ingenious invention and inspired them with the conviction that this remarkable discovery will undoubtedly, in the future, render important service to humanity.

Penetrated with a deep esteem of the science and work of Thomas Alva Edison, we sincerely wish this great inventor continued success in his indefatigable, omnibificent activity.

30 October 1889 (9.30 - 11 p.m.)

St.Petersburg, English Quay # 10

(Signed:) Countess Woronzoff Dashkof
Imperial Court Minister Count Woronzof Dashkof
Minister of the Interior, State Secretary Iv.Durnovo
Minister of War, General Adjutant Peter Wannowski
State Secretary of His(Imperial)Majesty N.Petrof
Minister of Ways and Communications, Secretary of State Rubbenhet
Chief of the General Staff General Adjutant Obrutschef

J. H. BLOCK
VILLA ARMAND

D
1889

Phon. - Russia

Ischaikovsky

VEVEY November 22 192 2
TEL. 112

Thomas A. Edison Esq.

Orange. N.J.

Dear Mr. Edison;-

I am at a loss to understand how I managed to omit ^{one of} the most important of the autograms of the "Edison Album".

By chance I found, among some old copies, enclosed sheet, which I had intended to send with my first letter, which contained all the other translations of different Russian Authors etc.

I am sorry this should have happened and beg to remain

yours faithfully

J. H. Block

[ENCLOSURE]

Translated

Excerpts from the Edison Phonograph Album.

J. H. BLOCK
VILLA ARMAND

VEVEY 102
TEL. 811

original
Le Phonographe est certainement l'invention la plus surprenante, la plus belle, la plus intéressante parmi toutes celles qui tournent le 19-me siècle. Gloire au grand inventeur Edison !

P. Tchaikovsky

14/26 Octobre 1889

(Translation)

The Phonograph is certainly the most surprising, the most beautiful & the most interesting among all inventions that circumscribe the 19-th century. Honor to the great inventor Edison !

-----0-----

I heard the phonograph and was astonished at the ingenuity of the inventor, who, although not a musician, causes in the sphere of music a revolution second to none.

Professor of the Moscow Conservatory of Music

S. Tansjef

-----0-----

original
Im Erstaunen über die wunderbare Erfindung, fühle ich die geheimnisvolle Annäherung eines neuen Lebens der Menschheit, dessen Bahnen durch den genialen Erfinder Edison angedeutet werden.

Moskau den 14/26 October 1889

W. Safonoff

Director am Kaiserlichen Conservatorium der Musik

(Translation)

Amazed at the wonderful invention, I feel the mysterious approach of a new life of humanity, whose path has been intimated through the ingenious inventor Edison.

Moscow 14/26 October 1889

W. Safonoff

Director of the Imperial Conservatory of Music

**1889. Phonograph - Foreign - Edison's Phonograph Company
(D-89-59)**

This folder contains correspondence and other documents relating to the commercial development of Edison's phonograph in the United Kingdom, continental Europe, Australasia, India, and South America--territories controlled by his agent, George E. Gouraud. Included are numerous letters by Edison's secretary, Alfred O. Tate, concerning Gouraud's business abilities and the efforts of Jesse Seligman to take over Gouraud's phonograph agency. Most of the correspondence is by Gouraud and Tate. There are also letters by J. Lewis Young, general manager of Edison's Phonograph Co., and by H. De Coursey Hamilton, Gouraud's business associate.

Approximately 60 percent of the documents have been filmed. The following categories of documents have not been filmed: letters of transmittal and acknowledgement; routine correspondence concerning the shipment of orders; duplicate copies of selected documents.

Also not filmed is a set of coded cablegram messages exchanged among Edison, Tate, and Samuel Insull. The messages were subsequently decoded and transcribed by Edison's staff. Photocopies of the decoded transcriptions relating to Edison's Phonograph Co. have been filmed in this folder. The original decoded transcriptions can be found in D-89-20 (Edison, T.A. - Secretary - Tate, Alfred O.).

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 1949.

EDISON'S PHONOGRAPH CO.

Edison House "B," Northumberland Avenue, S.W.
LONDON. 5th January, 1889.

T. A. Edison Esqr,
Orange, New-Jersey, U. S. A.

My Dear Edison:-

The phonogram with the voice of the Lord Mayor will be forwarded by the first friend I can find going over. It might be interesting to the Lord Mayor, Mr Gladstone and others, to be informed of any press notices which may result from their first appearances in America.

Yours sincerely
G. E. Gouraud.



TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 1966.

EDISON'S PHONOGRAPH CO.

181, Queen Victoria Street, E.C.
LONDON.

5th January 1889.

Thomas A. Edison Esq.,
Orange,
N. J.

Dear Sir-

I am much obliged for your letter of December 15th. I sincerely wish that I had had this letter long ago as it would have saved us both much trouble. I quite agree with you as to your feeling that it was disheartening &c.

I can now see that the advice under which I have been acting here, has been given with insufficient consideration for the effect of the foreign patents upon the relative American patents. The mistake seems to have arisen from the fact that it was supposed the American patents were already secured before the foreign Specifications were sent to me. This was my impression also, but it appears not to have been correct. So far as I am at present able to learn, no patent has been issued which will have the effect of prejudicing the American patents, and although I know your fear to the contrary, I sincerely trust it will prove to be groundless. The provision made in your letter for the future, is clear and specific, and will remove all doubt.

With regard to Mexico: the Specifications were sent to my Agent there, but with the knowledge that the patents could not be issued until certified copies of the American relative patents were filed with the Government. I wrote to Messrs Dyer & Seely with reference to these certificates and in their letter of 20th August they informed me that Case 84 contained the subject of 2 U. S. patents, that Case 85 was the subject of 6 American ~~applications~~ ^{patents}, only 2 of

T. A. Edison Esq.,

2

of which had, at that time, been patented. I have never sent certificates to Mexico concerning Case 84 or 85 and was therefore as much surprised as you on hearing of the decree to which you refer. A letter since received from the Patent Agent in Mexico states that he obtained this decree as a special act of benevolence, but this he did without in ~~any~~ way communicating with me, I, in the meantime, having been aware from Messrs Dyer & Seelys' letter above referred to, of the undesirability of proceeding further until I should be advised. I should think that the same influence which could ensure the benevolence of an irregular issue, would ensure the equal benevolence of cancelling it, or at any rate, that we should not be made the sufferers for circumstances entirely beyond our control. I should think that your suggestion ~~that~~ refusing payment of the fees would meet the case. I note that you will deal with the future applications as regards Mexico. Kindly ask Messrs Dyer & Seely to advise me from time to time, their action in the matter.

PERU & ARGENTINE.

I find that applications had been made for Peru and the Argentine and I immediately cabled to delay issue until further advised. I have heard from Peru that the patent has been delayed accordingly, but I have not yet heard from the Argentine.

AUSTRIA.

I presume you recognise the recent decisions of the Austrian Government with regard to filing of applications there and delaying issue until relative patents are issued in America, which seems to me ~~be~~ the point in your mind. I shall be glad to have your early advice on this matter as I presume you have no wish to impose upon me any expenditures in advance of the necessities of the case.

ITALY

I enclose copy of a letter received from our agent with reference to applications in Italy for Messrs Dyer & Seely's consideration and advice.

In your paragraph 2 which I have already disposed of, you mention Denmark, Peru, Russia & Hawaii. In regard to Denmark and Russia, Case 84 & 85 only were filed under express assurance that they would not be issued until specific application was made for their issue. In Peru you will have seen that application was made for Cases 84 & 85 only, but their issue has been delayed. The application was made for Hawaii and the Specification forwarded but were not completed

T. A. Edison Esq.,

3

in consequence of the absurd charges and the comparatively small value of the country as previously advised.

In regard to Austria and Italy; I presume you will not have any objection to giving me your reasons for requiring what you do in your paragraph 3; namely, With reference to countries which grant patents for various terms up to 15 years. First as regards Austria. I presume that the recent decision of the Government which I understand was made in direct consequence of the litigation which has occurred in connection with some of your patents; namely, That patents could be filed but the issue delayed until the issue of the relative American patents. This information I recently communicated to Messrs Dyer & Seely and am waiting their instructions. I am since informed that the 15 years fees, which I paid in Cases 86 & 87, will be refunded for 14 years in consequence of that decision, and without any prejudice to the patents whatever, I therefore hope to receive your approval to accepting this refundment. Put that country therefore, out of consideration with reference to my next observation. I shall be obliged if you will inform me your reasons for requiring me to pay the whole 15 years on Portugal, Italy, Turkey & the Argentine Republic? In other words, why you think it necessary to require me to pay the fees on 15 years patents at any other dates than those fixed by the laws of the different countries. It is, of course, entirely in my option whether I take out the patents in any or all of these countries, and you will not think it unnatural that I should like to know your reasons - which must be good ones, no doubt - for imposing upon me conditions that are more onerous than those imposed by the laws themselves. You will appreciate that my outlay on account of these patents, ^{very heavy} ~~very heavy~~, and I am sure you will not wish to make it more onerous than is necessary.

Yours faithfully,

Edison

England

Form No. 1.

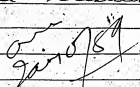
THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on condition limiting its liability, which have been inserted to by the order of the following message. Errors and no printed against any by repeating a message back to the sending station for correction, and the company will not hold itself liable for errors or delays in transmitting or delivery of Unrepeated Messages, beyond the amount of telegraph charges, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. HICKLEY, General Manager.

NORVIN CHASE, President.

| NUMBER | SENT BY | RECEIVED | CHARGE |
|---|---------|-----------|--------|
| 29 | Mr. S. | 9 Collect | |
| Received at ORANGE, N. J. 229 Jan 9 1889 | | | |
| Dated London via New York 9th | | | |
| To Thos. A. Edison. | | | |
| Have press published | | | |
| Glasgow phonogram answer per | | | |
| quick | | | |
|  | | | |

12th Jany 1889.

T. A. Edison Esq.,
Orange.

Dear Sir-

You will probably have read of the great diorama by Phillip poteaux called 'Niagara' which is being exhibited here in Bondon. It is indeed one of the sights of the place and is therefore a great success. The obvious deficiency however, is the absence of the accompanying sound of falling waters, and it has occurred to me that with the use of a suitable funnel, if a Phonograph were placed in some position where the roar of the falls or of the cataracts could be gathered, that such a record would result as would give a very fair idea of what the sound is, and prove the one much needed supplement to the exhibition. The idea of bottling up Niagara's noise in this manner and serving it out to the spectators as they looked at the beautiful canvas, would give great pleasure and be a very remarkable demonstration of the powers of the utility of the Phonograph. I leave this suggestion to y

You to

carry out in the hope that you will make the experiment and if you do so let me have a cable simply Niagara and if you can add a date to the telegram, I will understand that I may expect the grams about that date, and will make arrangements with the Manager of the Exhibition to show the Phonograph accompanied by a lecture by the man whose qualifications are mentioned in the enclosed, accompanied by lantern slides &c. I found that my engagements were so growing upon me that I have been compelled to get someone to lecture for me and I am making a feature of this as an advertisement.

Faithfully yours,

G. E. Gouraud.

per J-L-Y

Ans
Jan 13/89

MS

Thos. A. Edison Esq.

My dear Sir:-

As a favor to
Col. Gouraud I brought
with me upon the S. S.
Unbria a box containing
photographs which Col.
Gouraud was anxious
you should receive upon
New Year's morning. Not
finding anyone at the
Gouraud Wharf upon

not you can do so by applying
at the bank.

Very Truly

William B. Turner

253 Commonwealth

Boston

Mass

Jan 22, '89

my arrival to take
charge of the box, I left
it in charge of Bapst
Watson the Wharfinger
telegraphing you accord-
ingly and sending the
key by mail. I have
never heard whether you
received the box or not
and as it was evidently
by quite important, will
you kindly drop me
a line as to whether
you have received the
same or not. If you have

Engr. 2

7 5/2/89

22ND JANUARY, 1889.

DEAR EDISON:-

I HAD THE HONOR OF RECEIVING AN INVITATION A FORTNIGHT AGO TO VISIT HIS ROYAL HIGHNESS THE PRINCE OF WALES AT SANDRINGHAM, AND TO SPEND THE NIGHT THERE. I WENT ON THE 18TH INST - FRIDAY LAST - AND TOOK HAMILTON WITH ME. I WAS SERIOUSLY INDISPOSED IN THE MORNING BEFORE LEAVING, AND ON ARRIVING, AFTER SPENDING HALF AN HOUR WITH THE PRINCE, I WITHDREW AND WAS UNABLE TO AGAIN PUT IN AN APPEARANCE. HAMILTON, HOWEVER, WAS ON HAND AT THE APPOINTED TIME, AND BOTH HE AND THE PHONOGRAPH ACQUIRED THEMSELVES WITH THE CUSTOMARY CREDIT TO ALL CONCERNED.

THE HOUSE PARTY WAS A SMALL; BUT A PECULIARLY INTERESTING ONE, AS IT COMPRISED THE PRINCE AND PRINCESS OF WALES; PRINCE ALBERT VICTOR; PRINCE GEDRAGE; PRINCESSES LOUISE, VICTORIA, AND MAUD - SONS AND DAUGHTERS OF THE PRINCE AND PRINCESS. AMONGST THE GUESTS WERE, THE EMPRESS FREDERICKA [THE PRINCESS ROYAL] AND HER THREE DAUGHTERS FREDERICKA, SOPHIA, AND MARGARET. LORD SALISBURY [THE PRIME MINISTER] AND LADY SALISBURY.

EVERYBODY WAS DELIGHTED OF COURSE, AND THE PARTY DID NOT DISPERSE UNTIL HALF AN HOUR AFTER MIDNIGHT; AND NOT ONLY DID THEY HEAR EVERY RECORD CONTAINED IN THE CABINET TAKEN DOWN BY HAMILTON, BUT MANY OF THEM THEY HAD REPEATED SEVERAL TIMES, ESPECIALLY THE DUPLICATE I HAVE OF MR GLADSTONE'S PHONOGRAM TO YOU. THE CEREMONY CONCLUDED BY A RECORD BEING MADE OF THE VOICES OF THE PRINCE AND PRINCESS OF WALES, AND LORD SALISBURY.

T. A. EDISON ESQ.,
ORANGE,
NEW-JERSEY,
U. S. A.

YOURS SINCERELY
G. E. GOURAUD.

[FROM WILLIS N. STEWART?]

Form No. 1. *Chile*

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assented to by the sender of the following message. Errors can be guaranteed against only by repeating a message back to the sending station for comparison, and the company will not be held liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of value paid thereon, and in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions stated above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--|----------|-----------|-----------------------|
| 8 | <i>W</i> | <i>ab</i> | <i>2 collect 1 ex</i> |
| Received at | | | <i>Jan 23 1897</i> |
| <i>Dated Concepcion via New York 23</i> | | | |
| <i>To Thomas A Edison</i> | | | |
| <i>Orange</i> | | | |
| <i>offer twenty thousand dollars</i> | | | |
| <i>phonograph privilege Chile answer</i> | | | |
| <i>Stewart Concepcion</i> | | | |

24th January 1889.

T. A. Edison Esq.,
Orange.

Dear Sir-

I desire to write you in regard to the Graphophone. I feel that I have knocked Edmunds out. You will see by the press cuttings that there is only one mention of the Graphophone to one hundred of the Phonograph. Notwithstanding this, however, strong parties have negotiated with him for the purchase of his patents on the ground of their controlling the feature of engraving of which the Phonograph is alleged to be an infringement, that is so far as its present form is concerned. Many overtures have been made to me by proposed purchasers of the Graphophone for amalgamation of the Phonograph with the Graphophone, but I have not considered it desirable to give them any encouragement.

Of course, if the Graphophone has in it features which the Phonograph infringes, it will prove a serious thing to us unless as in a previous letter to me, you do what you say you can do, by making it so that it does not. All present negotiations are based upon the fact of the allegation that you do engrave. However, all this may be but I have kept a stiff upper lip, and I know on the first authority, that in every case thus far where Edmunds has in every other respect secured his purchaser, he has failed because of the fear of litigation with him. It appears I have a reputation in London for being a good patent fighter, which comes from the enormous amount of litigation that has resulted from things with which every one knows I have been connected with—chiefly your own however, during the last ten years, and Englishmen do not like to buy themselves into a law-suit.

The state of the Graphophone today is, that Edmunds' option of the business is up at the end of this month and they want to extend his time. The money asked by the New York Capitalists is £25,000 and £35,000 in shares out of £100,000. I can buy the business on these terms myself but if I did so it would be indirectly through a third party. I have not felt disposed to do so up to this time. It may be that I am making a mistake but I should like you on receipt of this to cable me a word which will give me your views on this point. It may be if we don't get control of them now we may have

(2)

the whole business of Scott & Wollaston and Gower over again and pay through the nose for it as we did.

I should like you to use the following code;-

If you have no very strong ~~convictions~~ convictions on this point and you feel disposed to be guided by my judgment with a full knowledge of the facts that I have here on the spot, simply cable me the word 'Indifferent'.

If on the other hand you feel that under no circumstances we should trouble ~~yourself or I myself~~ ourselves about the Graphophone and think that I should do nothing whatever to prevent its drifting into hostile hands, cable me 'Nothing'.

If you think that provided I can, without its being known, find the money through a third party- whom I can perfectly trust- and buy the Graphophone patents, and pay the money for the shares, under circumstances which will give me absolute control of the policy of the Graphophone, so that I can let it be worked as an apparent opposition- and I shall be certainly relieved from ~~opposition~~ litigation between the two- or ultimately amalgamate if you should think it desirable to do so, cable me the word 'Judgment'. By that I shall understand that you will leave it entirely in my hands. I have a feeling that it is better to do this while so small a sum of money is involved. If I do it would be my idea to have the Graphophone manufactured to the extent to which people were willing to buy it outright, and confine its manufacture exclusively to the lines of the Graphophone's patents- thus ~~bringing~~ preventing the possibility of the Graphophone being made under those patents in any way to infringe the Phonograph's patents.

It may be too late for me to hear from you in time to do anything, whatever you cable, must be kept in strict confidence at your end, as it would not suit me to have it known that we had bought the Graphophone patents from any fear of them. It may be too late for me to do this, and it will be too late, I fear, unless Edmunds can get an extension of time which is exceedingly doubtful. He has shown me his hand completely as a dernier ressort, having failed everywhere: to do his business is trying to do it with me on a bed rock basis to himself rather than let the thing slip.

Faithfully yours,

G. E. Gouraud.

England

ack 14/2/89

Jany. 25th. 1889.

T.A. Edison Esqr.
Orange.

Dear Sir,

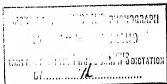
I think it due to you and to myself that I should explain why the French Academy lecture did not come off as contemplated. There were two reasons; First, I found that the date fixed by the Academy was only a week prior to its meeting for the purpose of settling upon the reward of the Volta Prize.

Second, that it was so near the holidays that it would have made too much a division of interest between the holidays and the Phonograph to make it desirable that the advent of the latter should take place at that season: by postponing this until the New Year -- 1889 -- there was, at least, some chance, and I should think every chance, of the result being that the award of the Volta prize for that year would be made to you. I intend to see that it is if bringing my not inconsiderable interest to bear in Paris will count for anything. I feel sure that you will agree that I have acted wisely in the above decision. A similar invitation has been repeatedly made to me by the Equivalent Society in Berlin, and although I offered to send a substitute for the purpose they defined that and have, in the most flattering manner, intimated that anxious as they are for an early appearance of the Phonograph, they notwithstanding, prefer to wait until it can be brought by myself, which, of course, I appreciate as attaching an undue importance to myself, but so it is, and I have consequently stated that I should do myself the honor at the earliest possible date. Of course, everything that I have done in England in the way of identifying the Phonograph with

leading statesmen, members of the Royal Family, letters, art and science, reacts upon all these other countries and the position of the Phonograph may be considered firmly established so far as popular approval is concerned. There remains now nothing but the Phonograph to maintain its reputation and this I feel confident it will do so long as you continue to give it the attention which you have given it, and if you overcome the one or two defects of whose importance you have already anticipated.

Faithfully Yours,

G.E. Gouraud.



Key

Phone 216

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 2,200

EDISON'S PHONOGRAPH CO.
Edison House "B," Northumberland Avenue,
LONDON.
W.O.

26TH JANUARY, '89.

T. A. EDISON ESQR.,
ORANGE,
NEW-JERSEY, U.S.A.

DEAR SIR:-

I BEG TO ACKNOWLEDGE YOUR TELEGRAM RE STEWART CHILI,
TO WHICH I REPLIED AS FOLLOWS:-

"ACCEPT IF CASH ON EXCHANGE AGREEMENT, FIXING
SATISFACTORY PRICE MACHINES. ADD IF POSSIBLE CONDITIONS AS
MEXICO".

YOURS SINCERELY
G. E. GOURAUD.

phonograph

Jany. 28th. 1889.

A.O.Tate Esqr.

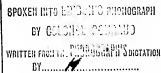
Dear Sir,

I have to thank you for your letter of Jany. 15th.

I am very much obliged to you for your prompt attention to my request and I hope you will succeed in sending me a very full collection as the walls are spacious and at present quite blank. Nothing can fill them so appropriately or so ornamentally as the photographs of anything pertaining to Edison.

Yours truly,

G. B. Gardner
per [signature]



TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,505

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Jany. 30th. 1889.

T.A. Edison Esqr.
Orange.

Dear Sir,

Presentation to Sullivan.

I thank you for your letter, and I am pleased to observe that my counter-suggestion meets with your entire approval, and you may rely upon everything being carried out in pursuance to this understanding.

I shall be glad to know as far in advance as possible so that I may make arrangements for the Phonographs to be forwarded to Turkey.

Faithfully Yours,

J. E. Gouraud
14/1/89



CEVBN CO

14/1/89

Chile

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 2300

EDISON'S PHONOGRAPH CO.

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

May. 31st. 1889.

T.A. Edison Esqr.
Orange N.J.

Dear Sir,

I beg to acknowledge your cable as follows:--

"Negotiate direct with Stewart conception".

To which I replied, "Request Stewart appoint London agent to negotiate".

My reason for this is that not having any knowledge of Stewart, I could find out all that I require to know about him and conclude the business much better than by correspondence. It is quite probable that I shall receive all the correspondence you have had with Stewart before you receive this.

Faithfully Yours

G.E. Gouraud.

SPOKEN INTO
BY G. E.
WRITTEN BY
BY

PHONOGRAPH
EDISON'S
ASSOCIATION



Phono. Eng

TRADEMARK AND CABLE,
"PHONOGRAPH, LONDON"

2000
TELEPHONE 2,
No. 19th.

EDISON'S PHONOGRAPH CO.,

181, Queen Victoria Street, E.C.
LONDON.

Removed to Edison House,
Northumberland Avenue.

*cc to
Law 2/7/89*

T. A. Edison Esq.,
The Laboratory.

Dear Sir-

I beg to inform you that the cases 85-6-7-8-9 for Portugal have all been issued for the full term of 15 years- the fees for the full term having been paid. Cases 84-5 were first applied for for 5 years, but the agent assures me that the amended application accompanied by payment for the full 15 years ensures the issue of the relative patents as 15 years, as though the cases had not been taken in the first instance for 5 years. The present status therefore, removes the Portuguese applications from the category of any possible detriment to the American patent at which fact I need hardly assure you, I am ^{as} greatly relieved as you can be.

Faithfully yours,

G. E. Gouraud.

p- J-L-Y.

TELEGRAPH AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 5,900

EDISON'S PHONOGRAPH CO.,
Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Feb. 2nd. 1889

T.A. Edison Esqr.
Orange N.J.

Dear Edison,

The Graphophone in England.

The curtain has fallen upon the first act in the drama of the "Graphophone" versus the "Phonograph". This first act began in June, and ended on the thirty first of Jan., the day before yesterday. Edmonds has done the best he could and no man could have done better, I think, but you and the Phonograph have been too many guns for him, and guns of too heavy calibre. There have been certainly more than one hundred newspaper cuttings concerning the phonograph, and many of them a column or more than a column long, to one notice of the Graphophone, and the Graphophone notices have rarely exceeded two or three inches. He has moved heaven and earth to sell his patent. He has had many combinations for the purchase of them, but one after another they have all fallen

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

through. Wherever I heard that he was negotiating, and I kept a close watch upon him I took care to put a spoke in his wheel, and so demoralised everybody that he failed everywhere; many people would have gladly gone into his patents if he could have affected some arrangement with me. Of course they would. But, as I told him, any arrangement with me would make his patents worth ten times what he was asking for them. He has made the most of the fact that we have no English patent as yet, and also he has made the most of his several patents and his upwards of 100 claims, but he has everywhere been met by the question, "Why don't you bring an action against Gouraud if he is infringing your patents and John Bull does not like buying himself into a lawsuit -- not particularly. The latest form his negotiations took were proposals to me to buy the Graphophone patents, upon the theory that they must be worth more to me than to anybody else, and that they could be bought now cheaper than they would ever be purchasable in the future. He showed me opinions of Preece and of Conrad Cooke, both of which opinions he had quoted in a prospectus he had circulated privately and

TELEGRAPH AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,300

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

which opinions were as strong as their authors were capable of making them, to the effect that the Phonograph infringes the Graphophone, and that the Graphophone patents are unassailable. Well, I thought as the last days were approaching in which I could have any negotiations with Edmonds, I would put before you the position which I did through my cable, in the code of J.S.Morgan & Company through Drexel, Morgan & Company, so that you might share with me the responsibility of the decision, a decision of so much importance, but the day before his option expired and the day after you must have received my cable Edmonds and his partner came again and tried to bluff for the last time, so that I concluded it would not do to have any negotiations with him on the basis of buying his patent after all, as it was not likely that he could carry out such a sale and I accordingly cabled you not to trouble to answer my cable of two days previous. Whether American parties have bought the patent or not remains to be seen.

Yours faithfully,

G.E.Gouraud.

London.
Feb. 2^d - 89.

Dear Mr. Tate: -

I have to thank
you for your letter
of the 21st inst. in
confirming my under-
standing of that arrange-
ment made with Col.

Agnew for my behalf.

I also beg to acknowl-
edge your letter by same
mail, expressing Mr. Edison's
wishes

Yours very truly
H. de P. Hamilton.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3 500

EDISON'S PHONOGRAPH CO.,

Edison House "B," Northumberland Avenue,
LONDON.
W.C.

Feb. 5th. 1889

A. O. Tate Esqr.
Edison's Laboratory
Orange N.J.

Ans. 2 1/2/89

Dear Sir,

, Referring to your letter of the 21st reminding me of
your previous letter in regard to Mr. Sabine I desire to say
that I will communicate with Mr. Sabine and I think I shall
see my way to make some terms with him in regard to the busi-
ness referred to.

Faithfully Yours,

G.E. Gouraud.

| |
|------------------------|
| SPOKEN INTO MICROPHONE |
| BY [initials] |
| WRITTEN FOR [initials] |
| BY [initials] |

New York

Orange N.J. O.K.

You promised to let me have
copy of insurance contract here this
morning. Why have you neglected
to send it

Samuel Insull

Recd 2
May 6/89
2:18

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to by the sender of the following messages. Errors can be corrected only by repeating a message back to the sending station for themselves, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days. This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THEO. T. BOKHEIM, General Manager.

MORVIN GREEN, President.

| NUMBER | SENT BY | RE'D BY | CHECK |
|--|---------|---------|------------------|
| 40 | ui | ab | 11 collector 1st |
| Received at: ORANGE, N. J. 345 | | | 9/8 1887 |
| Dated: London via New York | | | 3/1 |
| To: Thos. A. Edison | | | |
| Orange | | | |
| How many phonograph are you
sending and when same | | | |

Telephone and Office
"PHONOGRAPH, LONDON."

Telephone,
No. 3,300.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Feb. 9th. 1889.

T.A. Edison Esqr.
Orange N.J.

Dear Sir,

I beg to acknowledge your two letters of Jan. 29th..

I await the arrival of the delegate appointed by Mr. Stewart of
Concepcion, Chili, who shall have every attention.

Yours very truly,

G.E. Gouraud.

| |
|--|
| ENTER INTO EDISON'S PHONOGRAPH |
| BY COLONEL GOURAUD |
| WRITE IN EDISON'S PHONOGRAPH'S DICTATION |
| BY <i>G.E.</i> |

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to by the sender of the following message. Errors can be corrected before delivery, by depositing a message back in the sending station for correction, and the company will not hold itself liable for errors or omissions in transmission or delivery of telegraphed messages, beyond the amount of tolls paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD. BY | CHECK |
|--------|---------|----------|------------------|
| 38 | Th | G | 2/19 Collect per |

Orange, N. J.

Received at

Dated London via New York 19th Nov 1889
 To Thomas A Edison

Confirmed 25/2/89

Orange -

Cable number machine coming
 fifth important plans depending
 hurry photograph for large
 hall daily lectures heavy expenses

Saturday

ans 12/3/89
London.
Feb. 23rd 89.

Dear Mr. Tate:—

Complying with your request by letter dated the 9th instant, I enclose full list of Phonographs and photograph materials received from the Laboratory inclusive of first shipment on April 18-88, which I trust you will find, and acknowledge as being satisfactory, Yours truly
H. de C. Hamilton

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted to by the sender of the following message. Errors can be corrected only by repeating a message back to the sending station for compliance, and the company will not hold itself liable for errors or delays in transmission or delivery of interrupted messages, beyond the amount of toll paid thereon, nor in any case where the claim is not presented in writing within sixty days after sending the message.

THIS IS A REPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|---------|------------|-----------------------|
| 11 | Mi. av. | 16 Calceat | Ref. <i>S. Miller</i> |

Received at *SPRINGFIELD, Mo. St.* *950* *7/28* *1887*

Dated *London via New York 28*

To *Thomas A Edison Confirmed 5/8/87*

Orange N.J.

1100 Journalists meet Phonograph mansion
House 9th proximi hurry supplies

Steno. 89

LITTLE-MENLO.

2 Mar 89

Dear Mr. Hale

Thanks for letter advising
shipment of "Trade Machine &
Grains". Most opportune if
the arrival as they showed in
time for London exp. Bazaar
to International Institute of
journalists & Unit. 1100
speculation journalists -
the feature will of course be
the "Amazons" and the
"Trade" movement will get
a boost and take the last
word out of the free press
club
Yours truly
H. Howard

THE NEW YORK PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATIONS
455 FIFTH AVENUE
NEW YORK

LITTLE-MENLO.

1. Names of Companies -
2. Territory covered by each
- 3 Capital stock of "
- 4 Consideration paid for rights
- ~~in cash~~ in cash } Total
- " stock } "
- 5 Market value of shares.
- 6 Agreements for lease of Thompson.

The above call greatly facilitates
me in procuring my Composites.

I would not trouble you
but for knowing that you
can do it for me quickest
May you be blessed You truly

[Handwritten signature]

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEGRAMS,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, 26th March, 1889.-
W.C.

T.A. Edison Esq.,
Orange,
New-Jersey, U.S.A.

ans. 8/4/89

My Dear Sir:-

Working Continental Patents.

According to your letter of March 7th, you must have misun-
derstood my letter of 18th February, in supposing that I expected you to
give me information as to what was necessary to be done for the working of
the Patents.- On this point of course I am fully informed, having, to make
assurance doubly sure, received a separate letter from each of the local Patent
Agents, giving information as to their requirements up to the latest dates.

Yours sincerely,
G.E. Gouraud.

e T. A. Edison

*Copy sent to
D. R. 8/4/89*

TELEGRAMS AND CABLES:
"PHONOGRAPH, LONDON"

TELEGRAMS:
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C. 26th March, 1889.-

T.A. Edison Esqr,
Orange,
New-Jersey, U.S.A.

My Dear Sir:-

8/10

Gainsborough Gallery.

The Gainsborough Gallery, in Bond Street - a few steps from Piccadilly - will be opened next week - by the time this reaches you - where, from 10 A.M., to 10 P.M., the Phonograph may be seen in all its phases of practical application.-

It has been impossible for me to meet the demands of the public - scarcely that of my own friends - wishing to see the Phonograph, at these Offices, but now any one who wishes to pay for the privilege may see it, and those whom we wish especially to see it will be furnished with tickets enabling them to do so; at their own convenience, under comfortable and, in every way, satisfactory circumstances - in fact, the same as I am proposing for Paris in another letter.-

Yours sincerely
G.E. Gouraud.-

Phonograph
TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON"

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

1st May, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey, U.S.A.

Ans. May 11/89.

Dear Sir:-

INDIAN PATENTS.

I beg to thank you for your letter of date 19th April, returning me Power of Attorney duly signed and legalised, for use in India, which I am now forwarding to my Agents in Calcutta.

Since I wrote you last on this subject I have received a letter from them of date 9th April, 1889, a copy of which I enclose you; from which you will see that the Agents are of opinion, notwithstanding the Power of Attorney you signed in their favor, that you should sign the documents forwarded herewith, as the wording of the documents take the form of an oath.

As you are aware a new Act has been passed in India relating to Patents, and these documents come under the new regime.

You will notice what the Agents say with regard to the sealing of English Patents. Now, two Cases have been actually sealed in England, viz:- CASES 84 & 85; the remaining being at present pending. In these circumstances you will have to initial the first page of CASES 86, 87 & 88, as shown in pencil, which kindly do and forward to me at once so that the matter may be attended to without any further delay.

Yours faithfully

G. E. Gouraud.

G. E. Gouraud

[ENCLOSURE]

C O P Y

Calcutta, 9th. April 1889.

To
Col. G.E.Gouraud,
Edison's Phonograph Company,
Northumberland Avenue, S.W.

L O N D O N

Dear Sir:-

P A T E N T S

By this mail (registered bookpost) we have forwarded the five applications for leave to file specifications. Although the Indian Act provides that an application may be both signed and verified by an agent authorised in writing in that behalf, we have thought it better to forward the documents for Mr. Edison's signature and verification; first, because the power of attorney has not yet reached us and we are, otherwise, scarcely in a position to sign the verification which legally amounts to an oath; and, secondly, that we have not had an opportunity of conferring with you on the form of the application which you will find have been taken from the printed specifications sent to us. Mr. Edison should sign at the foot of the document and also subscribe the verification.

The first paragraph of each application is unintelligible as it stands and requires some explanation. It has been purposely drawn in its present form to avoid a possible difficulty that might arise with reference to the sealing of the patents in England in the

[ENCLOSURE]

2

interval between the lodging of the application in the Patent Office here and its completion. The form should be altered to meet the circumstances of the case. If you refer to the Indian Act you will see that the forms differ accordingly as the application is in respect of a patent which has or has not been obtained in England. The forms sent you contain the wording of both applications given in the schedule to the Act, and may be altered by striking out the unnecessary words. The alterations should be initialed by Mr. Edison. Thus, if patents have actually been sealed, the first and second paragraphs will read:-

- I. The applicant has obtained a patent in the United Kingdom dated and sealed as of the day of and actually sealed on the day of for
2. To the best of the information and belief of the applicant etc.

If patents have not yet been sealed, the form should be altered as follows:-

1. The applicant is in possession of an invention for which he is the inventor thereof and to
2. the best of his information and belief etc.

Kindly acknowledge the receipt of the papers.

Yours faithfully,

(signed) Sanderson & Co.

21-10-08
The American
TELEGRAM AND CABLE,
"PHONOGRAPH, LONDON."
EDISON'S PHONOGRAPH CO.
EDISON HOUSE "E," NORTHUMBERLAND AVENUE,
LONDON.
No. 8,200.

Chas. Batchelor Esq.

Dear Sir,

Will you kindly send
early as possible one dozen
set new governor brushes.

I have used the extra
sets which came with the
latest instruments for our
old machines. Also please
send a lot of miscellaneous
screws, as the English threads

differ so from the American
manufacture & are very dif-
ficult to get here.

Yours very truly
Chas. F. Smith
P. O. Box 1000
St. Louis, Mo.

Will you kindly
send me as early as possible
a copy of your new
book on the
costs which come with the
latest improvements for our
old machines. Also please
send a lot of miscellaneous
papers, as the English threads

Phono - C
TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th May 1889.

T. A. Edison Esq
Orange

My dear Edison-

*This comes forward
unsecured freely
May 30/89*

The new patent case 90 reached the day before yesterday. It has been manifolded and leaves today for abroad. The provisional for England will be filed probably today. The new Phonographs with the spectacles have reached me and they seem in every practical quality to mark great improvements. For loud records Hamilton does not think they are equal to the old. I shall be glad to know whether that is the case in your opinion or whether it is that we have not quite got at the right way of doing it. In the manipulation of the machine and clearness of articulation as also in the automatic adjustment of the knife they seem all that could be desired for practical commercial use and that of course, is 99 per cent of the question. We shall not let them out of our hands until the patents are secured. This is rather a difficult question because of the long time it takes to file some of the patents, ~~still~~ ^{while} they might be shown and described in any country in which they may be secured without prejudice to the

2
TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON.

patents in the country in question; the publication of the patentable features in any other country prior to the filing of patents ~~in the~~ ^{there} ~~other of the same countries~~, will, of course, destroy the patent as was the case with several of the German applications as you are aware.

Lectures.

Professor Archibald and Mr Lynd- a second lecturer who is lecturing with great success in Scotland and who was formerly Editor of the Electrical Review a ^{very} thoroughly practical scientific man, electrician and experienced lecturer- ~~and~~ ^{they} have made numerous engagements for lectures which, of course, must be fulfilled and in view of the explanations in another letter, I trust this will meet your approval in every way and I shall be glad to hear from you if such is the case ~~for~~ kindly do me the favour ^{of} cabling me "Continue" if you agree with me in the desirability of continuing the lectures strictly on ^{my own business and arrangements} a plan I have laid down, as I sincerely trust you will, because I thoroughly believe in the ^{an} qualified good that results therefrom. Or if you ~~do not~~ take a different view cable me the word "Stop" and I shall not allow them to make any further engagements. The same words will apply equally to the daily lectures at the Gainsborough Gallery, which latter I would have you understand is a gallery devoted to art exhibitions. It is on a ground floor in Bond St, a most aristocratic

3

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

position altogether. In this connection I contemplate having a series of lectures given entirely at my own expense and for which complimentary tickets will be sent to for example one evening, members of the electrical societies and clubs, another evening Managers and officials of the various electric light Cos ^{the} another evening the Bank Managers of London, another evening the Managing clerks of the leading firms of Solicitors, another evening the Managers of principals of the leading mercantile houses and so forth. The effect of all this will be that when the Phonographs are ready for the market these people understanding at once the principles and the utility will be all the more ready to receive it.

The advertising for this gallery and lectures will read simply: The latest Phonograph received from Mr Edison has been lent by Colonel Gouraud to Professor *E. Douglas Archibald* M. A. *Edon* [or *the name of lecturer*] *practical use* who will explain its scientific principles at the Gainsboro Gallery, Old Bond St at ---- hour. For these lectures tickets are given to the visitors as they enter numbered according to their arrival which numbers entitle the holders to a private view of the Phonograph after the lecture in a separate room, which is perfectly quiet and contains only life size portraits of the queen and Princess

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TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,

of Wales. Thus all these visitors have the science of the Phonograph first explained to them its practical uses and manipulation exhibited in operation and then in a private room they hear in groups of half a dozen the various records of voice and music. This has not so far, paid its expenses and the burden has fallen upon me as I guaranteed against all losses. The proceeds go towards the payment of the rent lighting and attendance. I have had people stationed in the hall and at the exit to take notes of the observations of the people who have attended there and there is but one opinion expressed and that all that could be desired.

Delivery of Phonographs.

If I am right in inferring that you are now so far satisfied with the Phonograph as to make it in considerable quantities I wish you would kindly let me know by cable about what number I may rely upon in monthly deliveries during the next six months beginning with the month of June. Upon this information I will base my movements as regards the formation of companies. The public is ripe now I suppose for subscribing liberally for this enterprise and my idea is to form companies on the same general lines as has been done in America and which I presume is in accordance with your view. My purpose is to form a separate company for each country covered by my agreement

Copyright

Phono- Eng

5

TELEGRAPH AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON
W.C.

providing for a fair proportion of money and shares for us in each case, and fixing only for the first years operation the minimum and maximum number of Phonographs to be ordered and supplied. To do this it will be necessary to have from you the outside number to which I may commit myself as a whole, and also the maximum price at which I may count upon their costing me under my agreement with you. If you could give me both the maximum and the minimum price, as I presume you cannot tell positively to a dollar what they will cost, that will serve my purpose for the time being. For this purpose kindly use the following Code, Cable, "May,[number]." June [number]. July [number] "August [number] September [number] October [number]"

Then for the price:-

"Motor [number] maximum dollars, [number] minimum" "Foot [number] maximum, [number] minimum". "Combined [number] maximum [number] minimum"

By the first - inserting before maximum figure re-
sulting dollars which I can be certain will not be exceeded, and before "minimum" figures representing dollars below which it will not be safe to count upon their cost - I shall understand you mean motor machines complete with batteries; by the second I shall understand you to mean treadle or foot-power machines similar to that already sent; while by the third I shall understand you to mean a combination of both motor and treadle machines, to be used alternately in the event of the motor failing, and which I understand you intend making.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,

^{W.C.}
Combined ~~the~~ maximum and minimum to indicate the same. ~~By~~ the number
you will cable af^{ter} the words indicated, I shall understand that ~~the~~
number in question will r^{ef}er to the ^{you can deliver in each form} aggregate number of all forms of
instruments which you intend making. My idea is ~~to~~ to so organise
these companies as that by our holding ~~all~~ ^{the} shares which shall be
issued in pay^{ment} of our rights together with such shares as we may
~~have~~ purchase in order to conform ~~to~~ the stock Exchange regulations
we shall from the beginning maintain control over the companies. The
Stock Exchange rules in England do not allow of more than one third of
the share capital to be paid to vendors, but out of the money part
of the consideration to us I shall, ~~perhaps~~, if you agree with me,
as to the expediency of such a course, apply for a sufficient number
of shares to secure that end. I shall leave to the respective companies
the question of Policy as is best suited to each country ~~the~~ ^{the} question
as to selling or renting the instruments. As regards England, where
I am certain from the ~~advice~~ ^{advice} I have received, it would be better to
~~commence~~ ^{at least} with the policy of renting only as has been determined on
in America, and in the case of England I would propose not to sell
the patents to a parent Company but that we keep the patents ourselves
and form licensees' companies such as has been done in the Telephone
^{companies} subsidiary with this difference that the subsidiary cos shall buy

2

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

and own the Phonographs at prices to be agreed instead of the parent Co owning Phonographs as was the case with the Telephone. Out of the cash payments to us from these different cos I would propose to form a fighting fund for the protection of our patents in the following; - say a fund of from £25,000 to £50,000 depending upon circumstances, ^{and} during the term of patents, the income from these investments to be paid to us as accrued. The principal sum in part or in whole, as the course of events may determine to be applied when necessary for the protection of the patents. This course will enable us to discriminate as to what litigation should be initiated on our part and will keep in our hands the control of the lawyers employed for defence as well. ^{who shall be} If you have any comments to make upon this policy or suggestions of improvement I shall be glad to receive them. If I hear nothing to the contrary I shall proceed upon this general plan until I otherwise advise you. The exception from my contract of the Phonograph doll business, and the non existence of the original Phonograph patent in this country will avoid the necessity of particularising in the ^{and to the above plan} Prospectuses of the English Companies ~~all~~ ^{what} our patents cover and what they do not. It will also avoid the necessity and expense of submitting all these patents to the ignorant criticism of Directors.

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TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 5,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

The license to Companies would probably be acceptable coming from you direct as it would from an English Company provided the fighting fund is carried into effect. It is evident to my mind that in the best interest of both your reputation and the commercial development of the Phonograph, that it should so far as possible, be at least from the beginning and until things get more settled down, be rented only which means we can keep control over them and be always sure they are in proper order. All this will, of course, involve a large capital and that will be the obvious reason for the formation of substantial companies. In this connection I will ask you if you have any occasion in the future to communicate to me any views of yours which are contrary to what you fancy mine should be, I shall be obliged if you will so far as possible avoid the publicity which results from cabling, because our cables are likely to excite unusual observation on the part of the people whose hands they come through.

Faithfully yours,

G. E. Gouraud.

G. E. Gouraud

Phono - Eng.

9.

P.S.

From one observation in one of your letters I might infer that you had expected me to form my companies sooner.

My reason for delaying is one which cannot but commend itself to your judgement and approval. I did not wish to float any Company until I was certain of being able to supply them with machines, and to do otherwise would have been to simply have a lot of dissatisfied Shareholders as I understand exists in America, and which is indicated by their shares being at a great discount.

A second reason was that I did not feel that the Phonograph which I had was one sufficiently adapted for practical uses in an office to justify such steps. The last Phonographs received, however, fully realises the expectations which I have confidently held throughout, and if you are now ready to produce them in large numbers, as I understand indirectly you are, the moment has come and no time will be lost in proceeding. It is, moreover, the right season for doing such a business. I want to bring out my English Company not later than the end of this month or the beginning of the next, and there is nothing to distract my attention from that important question, as I feel sure you will now understand from the very full statements I have made you.

Sawcand's cable, May 17th/89.
Must decline ordering until see
machine proved. Last
received proves unsatisfactory
Pneumatic coating automatic
to injuring otherwise
of Cendid business

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON"

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th May, 1899.

Handwritten: 1899
J. J. Davis

My Dear Edison:-

Your letter of April 12th reaches me on my return from Paris. If it were not that what you write is based upon a total misconception of the facts, I should feel deeply grieved, and obliged in justice to myself and to you equally, to enter into a lengthy explanation and defence of the policy which I have pursued, and the motives underlying it, both of which have been questioned by you. Considering, however, the second paragraph of your letter - page 2 - where you give particulars concerning the information which has reached you, and in consequence of which you have felt it necessary to write me as you have, it is certainly not surprising you should feel it as a grave necessity to place your views before me. I may add right here, that again considering these statements as the basis and occasion of your letter - unpleasant as it is to me to receive it - I am free to say that I can take no exception to it. It is a perfectly plain, straightforward expression of perfectly natural feelings resulting from such a statement of facts, and does credit to the writer of it. I only use the word "facts", because the feelings and opinions to which you give expression are made upon the assumption that the information which has reached you has been accepted as "facts". With this preface you will permit me to say that as the information in question is absolutely devoid of all semblance of fact either as regards my intentions or my actions, or my conception of your interests or my own, or my regard or disregard for your personality, I exceedingly regret that you could not have first written to me the substance of what had reached you, and waited until my side of the question was before you before coming to a conclusion which reflects upon my judgement, my common sense, my self interest, my self respect, my honor, and, what I value no less than all these combined, my sense of duty and loyalty, as well as my respect, which amounts to veneration, for the genius and character of the man who has trusted me with the placing before the world his greatest production - than which no other man has produced its equal - and over and above all this, his good name, and reputation as well. It positively elicits me to think that you could suppose, or be led by anybody to suppose, that I held what you call your personality at the weight of a grain of sand less than you do yourself, or even than I do my own, and which is as valuable to me as yours is to you; and which is so closely identified with yours as to make it utterly impos-

R.

While that I could do any thing to injure you without to a far greater degree injuring myself. You will pardon my expressing myself so strongly, but I do so with the greater freedom after saying what I said in the beginning and now repeat, that stronger language than you have used would have been justified, and in fact, I could not have presumed to question or answer your criticisms were there the slightest ground for making them; and thus I pass from the subject only thanking you for your moderation considering the supposed grounds for your observations, and I will at once proceed to tell you as fully as I can the true facts of the case.

I have from the first had the one thought actuating me, viz: to keep this Phonograph up to the high plane which it deserves as at once a masterpiece of Scientific accomplishment and an instrument of unsqualled practical utility. I have over and over again refused large sums of money for the exhibition rights of the Phonograph for so-called "entertainment purposes", ~~for the same reason~~, notwithstanding that it might have put large sums of money into my pocket far beyond the large expenses which I have cheerfully incurred and of which also I have made no complaint to you, they have always been refused by me. To be more specific upon this point, I was offered £5,000 for one Phonograph with my duplicate copy of Gladstone's message to you, for the purpose of making an exhibition of it, and it only, throughout the country at sixpence admission. I refused it. Is this consistent with the policy and action which have been attributed to me by your kind informant? Then, less than a week ago, I refused in Paris 100,000 francs, or 20,000 dollars, for one Phonograph to be used exclusively in France for the purpose of a speech to be made in England by Boulanger, ostensibly for the edification and amusement of his admirers in France, but which would have been equally an attraction to many persons indifferent, or even hostile to him, who would have gone not to hear Boulanger's voice so much as to hear and see the Phonograph. This offer I refused for reasons which concerned you personally, and in a manner in which no personal considerations on my part could possibly have entered, viz: that had the first use of the Phonograph in France been used to circulate the speeches of a man who is trying to upset the Government of France, the Authorities would have been so prejudiced against you as that you must certainly have failed to get from your magnificent exhibit, honors, which otherwise will be conferred, and which I feel certain will be the highest that any one will receive. Was this dis regarding your personality? Was this "thinking only of myself and my pocket"? Is anything more needed, and could anything more be stated to show the absurdity of such a proposition? I am fortunately in possession of written evidence concerning this aspect of my policy in the shape of written proposals for the acquisition of the exhibition rights of the Phonograph. I can send you specimens of these when I look up my files for

them. Theatrical Managers, and show-men generally, to the number of more than a score have plied me with proposals, offering me all sorts of sums from £100 to £1,000.

When you first telegraphed me that Edmunds called, and that he intended bringing the Graphophone before the Scientific Societies, as I advised you at the time before I went to bed that night a courteous letter embodying the offer of the Phonograph for that purpose to be presented either by a member of the Society or myself was posted to every society of any importance in England. For this all sent a grateful acknowledgement, many accepting at once, and others for the ensuing season. I myself as you have been informed presented the subject in person where, and only where, I was especially desired to do so. Nearly 100 invitations subsequently reached me, asking me as a professional matter to lecture on the Phonograph before Scientific and Literary Societies. Lecturing, however, being neither my business nor my inclination, and feeling that these Societies should be gratified in the interests of the Phonograph and its author, I, after great care, finally settled upon a gentleman as Lecturer, an M.A. of the University of Oxford, Professor E. Douglas Arbuthnot, who had for many years occupied a chair in the Government Educational Department of India at a salary of £1,500. He is a gentleman of manners and appearance, and I paid a large salary and expenses for several months and finally give him the use of the Phonograph with an expert of Hamilton's education and selection to accompany him and be responsible for the condition and operation of the Phonograph. That arrangement has resulted in lectures having been delivered before nearly all the Public Schools, and very numerous Scientific and Literary Societies in all parts of the country. In all, I think over 100 lectures have already been delivered in this way. During the Christmas Holidays the Phonograph was lent to Hospital and Charitable Institutions for the benefit of their charities, only the lecturers fee and expenses of attendants being deducted from the receipts. In a word I am not aware of any instance in which the Phonograph has been set up, as your informant implies, as a "Punch and Judy Show." In all these exhibitions and lectures the press comments have been uniformly all that could be desired with the single exception of the "New York Herald" which was truly unjustifiable, and for which the Editor apologised by saying that it had escaped his notice or it would not have been published. All this time the London Stereoscopic Company were advertising broadcast "Edison's Phonograph" in the most sensational way in the City, the West End, and worst of all at the Westminster Aquarium - a veritable English Barnum show - where for a sixpence the Phonograph of 1877 was whistling and screeching in a chorus of monkeys, and in the company of swimmers, boxers and circus performers generally. I have to-day paid an advertising bill of £134-4-7, a great portion of which was spent in cautioning the public against

mistaking the Phonograph advertised, 29108, 1877, with the the Phonograph of to-day, in which interest is so universal. I was hearing adverse comments on every hand, prejudicial to yourself and the Phonograph, resulting from the disappointment which people experienced in going to see this widely advertised "singing, whistling and talking machine" at 8d admission. I could do nothing more than caution the public as I did, plus having the Phonograph, as it now is, shown as widely and as constantly as possible under the dignified circumstances of explanations by Scientific men with diagrams illustrative of its principles and practical applications to be used in the day-time, and lantern illustrations by lime-light at night. Although something is said at the beginning regarding the laws of Acoustics and the Scientific features of the apparatus, its practical utility and commercial uses are made the chief subject's of the Speaker, and I am perfectly certain that no man or woman have heard any of these lectures without being impressed with that aspect of it above all others. Its musical side of course is of great interest Scientifically, and cannot help at the same time being amusing, but the cock-growing and whistling are made the least prominent feature of the whole. Besides the London Stereoscopic Company there is, and has been, going over all the country a company of Bell-ringers, who advertise an exhibition of "Edison's Phonograph", ringing the changes chiefly on singing and whistling. I cannot prevent them because anybody who is in possession of an old Phonograph is perfectly free to do with it what he likes. It is Edison's Phonograph, and I cannot enjoin them against so calling it. I have written them cautioning them against deception, and have also written to the local papers of the districts where they were advertised to exhibit, pointing out that this was no Edison's latest Phonograph. The latest advertisement by these same Bell-ringers was styled "Edison's Improved Phonograph". Of course they were at once threatened with legal proceedings unless they withdrew it, and they have now done so. Now you will see from all this that mine has not been a bad record, and I hope you will have the fairness to see, and the justice to acknowledge that you have been mistaken in your conclusions. I will now conclude by saying that when the time comes that I so change my nature as to be capable of conducting either myself or my business other than as a gentleman and only as a mountebank, or when I can forget what is due to you in every particular under the important and responsible relation between us, you will be justified in your observations and be entitled to seek redress which will be always open to you; but should any such occasion again arise - as I sincerely trust may not be the case - before being influenced by others and forming conclusions upon one side only, you will do as the favor and the justice of asking from me any explanations you may desire, and you may rely

rely upon my readiness to inform you, and to take equally the responsibility and consequences of my acts, which you would be the last man to doubt or question under any other circumstances.

Yours sincerely

G. E. Gouraud.

Phone - E

Law Offices

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York May 6th. 1889

Ans. May 8/89

Thomas A. Edison Esq.,

Dear Sir:

Re Gouraud Phonograph Contracts. By request of Mr. Insull I beg to submit below the draft of such a letter as I think you ought now to address to Col. Gouraud, fixing a date from which the one year limit in his two contracts should begin to run.

Orange, New Jersey, May 1889

Col. George Edward Gouraud,

Dear Sir:-

Referring to my two contracts with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada, China, Japan, and Great Britain and Ireland, and referring more particularly to the provisions of the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under these contracts, please take notice that I am ready to ship to you the articles covered by the said agreements, for sale and use commercially, in a practical and commercial form, in quantities to meet your requirements as indicated by your firm orders.

Very truly yours,

Thomas A. Edison.

If you desire to cable Col. Gouraud, as well as write him, I suggest the following letter and cable to take the place of the above letter:

(Cable.)

Orange, New Jersey, May 1889.

Gouraud,
Norwood.

Ready to ship phonographs in practical commercial form for sale and use commercially in such quantities as you require. Am impatient to get your orders.

Edison.

(Letter.)

Orange, New Jersey, May 1889.

Col. George Edward Gouraud,

Dear Sir:-

Referring to my two contracts with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada, China, Japan, and Great Britain and Ireland, and referring more particularly to the provisions of the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under these contracts, please take notice that I am ready to ship to you the articles covered by the said agreements, for sale and use commercially, in a practical and commercial form, in quantities to meet your requirements as indicated by your firm orders, and that I have sent you this day a cablegram to the above effect, which I now confirm, viz:

"Orange, New Jersey, May 1889.

"Gouraud,
" Norwood.

" Ready to ship phonographs impractical commercial form for sale and use commercially in such quantities as you require. Am impatient to get your orders.

" Edison."

Probably you will criticise the above communications as being too formal. But I urge upon you the importance of not making them less formal.

Very truly yours,

T. A. Edison

Phonograph - 2

Law Offices

120 Broadway (EQUITABLE BUILDING)

EATON & LEWIS

S. B. EATON,
EUGENE H. LEWIS

New York May 9th. 1889

ack May 14/89

T. A. Edison Esq.,

Dear Sir:

Re Gouraud Phonograph Contracts. Mr. Tate's letter of yesterday is at hand, stating that my letter of the 6th. inst. to you refers to two Gouraud contracts, whereas there was only one. In reply, I will say that I drew the letter from the papers which were submitted to me, and that they contained two contracts, although, as you are aware, neither is executed. If indeed it is a fact that there was only one Gouraud contract, I suggest that instead of the draft of letter to Mr. Gouraud, contained in my said letter to you of the 6th. inst., the following be substituted:

Orange, N.J. May , 1889.

Col. George Edward Gouraud,
Dear Sir:

Referring to my contract with you for exploiting my phonograph inventions in all parts of the world except the United States, Canada and the Empires of China and Japan, and referring more particularly to the fourth and sixth sections thereof, and for the purpose of avoiding any future misunderstanding as regards our several rights and obligations under that contract, please take notice that I am ready to ship to you the articles covered by the said contract, for sale and use commercially, in a practical and commercial form,

in quantities to meet your requirements as indicated by your
firm orders, and that I have sent you on the inst. the
following cablegram to the above effect, which I now confirm:

(Insert here the cable already sent,)

Thomas A. Edison.

I understand from Mr. Tate that you have already sent
a cablegram substantially as above. That being so, the only thing
remaining to be done is to send a letter also substantially as
above.

Very truly yours,



P.S. Since writing the above, I have procured from Mr. Tomlinson
what purports to be the original agreement between Col. G. and
Mr. E. But it is in an unfinished shape, although signed by Gour-
aud. His signature is witnessed by Tomlinson. The document is
dated October 14, 1887, but across the date a faint lead pencil
mark is drawn, as if to erase it. The sheets are much worn, and
pinned carelessly together in the corner. There is an extra sheet
added at the end, apparently a fresh draft of one of the sections,
the eighth, relating to Jacques, Briggs, Puskas, and others.

Phone - Gay
THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Pres.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN KRUESI, Asst. Genl. Mgr.



The Edison Machine Works

No. 19 Day Street.



New York, N.Y. May 9, 1887.

My dear Sir

I enclose you a
Cable just received from
Goussard which came addressed
here - I will be out at Orange
tomorrow afternoon to see you
and Mr Edison -

Yours sincerely
Samuel Insull

Goussard
Recd May 9/87

Can't give price until three thousand ^{made}
Horsemen we bill them at forty five dollars
to Company here ^{for} first thousand forty for next
and probably thirty five for next thousand
subject to final settlement by books.
Ultimate price will be lower as we have
stopped making changes and are cheapening
work. We have up to today delivered several
hundred ~~of them~~ They are working satisfactorily ^{over}

in hands public, said order for what you
want now whether one is wise or one hundred

Johnson

[ENCLOSURE]

Phone - England

Form No. 1

CABLE MESSAGE.

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

NORTH GREEN, *Supp*

| | | | | |
|-----------------------|-----------------------|-----------------------|---------------------------|----------------------|
| NUMBER
<i>8574</i> | SENT BY
<i>3/V</i> | REC'D BY
<i>21</i> | NO. OF WORDS
<i>20</i> | PERSON
<i>Lon</i> |
|-----------------------|-----------------------|-----------------------|---------------------------|----------------------|

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York.

3 May 9 1889

To *Roside Ny*
Must first see Commercial
Machine and price of both
Schiffachery large orders express sample
Cable departure wrote Saturday
Pr Confirmed & replied to
May 16 & 89.

TELEGRAMS AND CABLES
"PHONOGRAPH LONDON."

TELEPHONE,
No. 5,500.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

May 11-89.

Chas. Bletcher.

Dear Sir:-

We find the Self point
Repeaters sent with latest models
very easy to get out of order, especially
speaking in inexperienced
hands. Please send early as
possible 2 dozen glass diaphragms
for both Repeaters & Repeater.

Yours very truly
J. C. Sullivan

Engl. let. from London
10 there C.R.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3,800.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

16th May 1889.

T. A. EDISON, ESQ:
Orange, New-Jersey. U.S.A.

*ok.
Ans June 1/89*

Dear Sir,

London Stereoscopic Co. & the original Phonograph.

Confirming my recent letters on this subject, I have now the pleasure to enclose you copies of the advertisements which have regularly appeared in the London dailies in the name of the London Stereoscopic & Photographic Co.; as well as a copy of the "Caution" I inserted in all the papers.

The enclosed press cutting bears reference to the subject, from which you will observe the disappointment of those who expected to see the "latest Phonograph", on occasions when the original one was on view.

Yours faithfully.

G. E. GOURAUD.

G. E. Gouraud

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C. 1 18th May, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey, U.S.A.

Dear Sir:-

On the 7th inst I received your telegram as follows:-

"Ready to ship Phonographs in practical commercial form for sale and use commercially in such quantities as you may require. Am impatient to get your order. Edison."

To which I replied as follows; which I now beg to confirm:

"Beside New-York. Must first see commercial machine and price. If both satisfactory large orders. Express sample. Cable departure. Write Saturday. Goursaud."

Yours faithfully
G.E.Goursaud.



TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C. 18th May, 1889.

T.A. Edison Esqr.,
Orange, New-Jersey, U.S.A.

OK
5

Dear Sir:-

PATENTS CASE 90.

I beg to acknowledge the receipt of your telegram dated
from New-York 15th inst, as follows:-

"Gouraud, London. Cable date of
"mailing Australian from England. Edison".

Also on the 14th inst I received telegram addressed "Gouraud Norwood" as follows

"Cable date when Australian Applications
"Case 90 were mailed. Edison".

Before the receipt of your cable of 14th inst I replied with re-
spect to the above as follows:-

"Beside New-York. Specification mailed
"Australia 10th May".

Confirming the above I have to explain that it of course took some
time to have the necessary printing done, but no delay was lost in this respect
and copies of the English Specification were duly mailed to my Australian Agents
by last week's mail which left London on Friday, and I cabled you accordingly.
There is only a weekly regular mail to Australia from London, and I was unable
in consequence of the length of the Drawings to have them ready to forward with
the Specification. These, however, are following by to-morrow's mail, so that
you may yourself calculate upon the probable time of their arrival, allowing
of course a fair margin of time for the Agents to prepare the necessary docu-
ments for filing. I am writing my Agents to cable me immediately ~~immediately~~
after they file intimating the same to me, when I shall notify you promptly.

I have had no advice from my Continental Agents as to the filing in
the respective ~~several~~ European Countries, but I need hardly point out that
the length of the Specification will cause some delay in translating.

2.

I am, however, urging the Agents to file as quickly as they can, consistent of course with efficiency.

Yours faithfully

G.E. Gorsaud.



TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C. 18th May, 1889.

T. A. Edison Esqr,
Orange,
New-Jersey, U.S.A.

eth

Dear Sir:-

I beg to acknowledge the receipt of the following cablegram
from you:- *eth*

may 10
"Gouraud Herwood. Can I now exhibit in France Invention
"covered by Case 90 without endangering Patent?"

To which I replied as follows, and which I now beg to

confirm:-

"Certainly not nor under six weeks without risking Australia.
"You must send old Spectacles if machines to be used meanwhile"

Yours faithfully

G. K. Gouraud.

G.K. Gouraud

May 14 - 8/veification: mailed Australia May 10
May 12 -

Phone - 8

Edison Street

May 18th - 89.

Dear Edison: -

I confirm following cables

Ans. fully
May 20/89 All

to you - Gouraud to Edison May 13th -

When shall I receive commercial

machine

Edison to Gouraud May 16th -

Can't give price until three thousand
made however we bill them at \$45⁰⁰
to company here for first thousand, forty
for next + probably thirty for next
thousand subject to final settlement
by books ultimate price will be
lower as we have stopped making
changes + are cheapening work we
have with today delivered seven hundred

They are working satisfactorily in the
hands public send order for what
you want now whether one or
week or one hundred Edison

Gunnard to Edison May 17th 89

Must decline ordering until see machine
proposed last received proves unsatis-
factory prefer waiting automatic
to incurring otherwise splendid business

If you will read the above
telegram in the light of those imme-
diately preceding them ^{already confirmed} together with my
letter of the 14th inst. in which I asked
specific questions & gave you code words
in replying that not only have my
questions asked in the letter not
been answered ^{have} those asked by cable

either

I do not know who is to blame for this neglect which has already several times happened before to my serious inconvenience ~~to say nothing of the utter waste of money expended in cables.~~

Surely it should be taken for granted that I need the information at once & I would not go to the expense of cabling for it when I write for information & take the trouble to give you code words to save you expense in reply the least you can do is to answer my questions without compelling me to cable a repetition of them.

I have to receive no reply when I cable a repetition of or simply a question as - "When may I expect to receive a commercial machine" is discouraging indeed. I have already called your

attention to these irregularities in your office + I must protest against their continuance. I am sure you have to leave these matters to come over no doubt your able lieutenant Mr Tate has equally at times to leave his duties to others but wherever the fault lies I trust you will take such steps as to prevent in the future any occurrence of such unbusiness like + embarrassing neglect. my difficulties are quite sufficient with all the information you can give me + to which I am not only unquestionably entitled but which it is so important for you I should have as it is to myself. I shall be glad if upon the receipt of this letter you will charge some one to answer the questions contained in the letter + cables above referred to so far as they remain unanswered at that time.

Now referring to your above cables

the points they contain I understand to be
as follows - First, that you are
now making a practical commercial
mach., second, that you are so far
satisfied with it that you have determined
to make it without further changes -
third that there are even hundred in
the hands of the public giving satisfaction
Fourth that the price of the first thousand
to the American C. and, will not exceed \$45.00, actual
price to be determined by bids after
1,000 machines are made - second
thousand forty dollars & third 1,000 probably
\$30.00

Fifth that you want my orders & can
fill them at the rate of five or one
hundred per week

Part of the above is little clear &
satisfactory while other parts are
rather clear & satisfactory
It is satisfactory that you should have

made a wish, which satisfies you sufficiently to, in your mind, justify your dealing with this manufacture upon a large scale & it is certainly to be hoped that your expectations will be realized as to reducing estimated prices you name, because, if by those prices which you refer to in connection with the American Co. are to apply to me the same you will not be surprised that I am disappointed when you remember that the highest price you ever named to me which you always gave as the maximum would be \$25.00 with a probability that it would not exceed fifteen. At somewhat startling difference.

I am assuming in these observations that your contract as to price with the North American Co. is the same as your contract with me.

Your statement that there are 700 phonographs working satisfactory in the hands of the public is somewhat

startling to say the least, it is impossible to
reconcile ~~the~~ statement with other statements
facts before me. It is incredible that
you should have made & delivered to the
Am. Co. as many as 700 phonographs of a
model different from & superior to any-
thing that you have sent me, unless
such is the case, which would be an injustice
to me as well as a short sighted policy
in your own interest, too egregious to
be conceivable unless, I say,
such is the explanation, then it must be
that these magical 700 phonographs are
no better than those you have sent me,
in which case it is impossible to
conceive (in the light of our experience
here with the same instruments!) that
you can have been truthfully informed
as to their capabilities so as to justify, on
your part, this statement as to the
satisfaction they are giving in the hands

of the public. Either therefore you are being deceived by those who so inform you who must know better (I am now assuming the 700 mchs. are the same as those we have) that you have not made & given out in America 700 machines superior to those sent me) or the machines you have sent us do not work in Europe as they do in America! If it were not that Hammer assured us in Paris that the new spectacle on one of his machines gave the same results as he had seen in America I should seek an explanation of the difference in question in the theory that we did not know how to work it to its best advantage, so I am necessarily left with the two just alternatives above suggested, of which one is as unsatisfactory as the other.

In my letter of the 4th inst. I expressed the opinion that the modifications presented in the new machines seemed to leave little to be desired in

many respects; ³ that opinion was based upon
very brief practical experience with a single
mch. I confine my observations to the
last ten machines received with new spec-
tacles. The previous machines I never
regarded anything but experimental, they
have taken Hamiltons entire time to
keep them in order.

These new machines, five of them
have been for ten days past in the
hands of clerks in my office, each
man with his own machine, in several
cases in the hands of those familiar with
the old instruments in all cases most
enthusiastic & anxious to get the best results
there is but one opinion of the new
machine in this opinion Hamiltons is
if possible stronger than any, & you
know his enthusiasm as well as his loyalty
sincerity of opinion. I have myself

most at also daily & frequently with the same result.

Briefly stated the following is the experience of all of us who use the instrument, great irregularity of results, diaphragms very easily broken all of them having been broken thus far in the irregularities of the motion on it may be the battery.

Our cell seem to be too little & too cells too much. We are all of the opinion, including Hamilton that these instruments are less to be relied upon than those previously received & that it would be very prejudicial to the business to allow them out of the hands of experts.

I don't want any more Phonographs involving experts. I am glad to see by your patent case 90 that you recognize this principle. Case 90 appears to meet the requirements. I prefer to

6.

wait for Photographs of that description
I don't want to spoil a splendid business
in connection with which all Europe is
on the tip-toe of expectation. You
say you are now making such instu-
ments I shall await its arrival with
impatience. If you have not already
done so when this reaches you I
please! please!! please!!! cable me
when I may expect one of the name
of the steamer bringing it when it sails.
The word commercial followed by a date
will inform me of its departure either
past or prospective. The word commercial
followed by name of steamer will inform
me of steamer bringing it. The word
foot followed by dollars will give me
maximum price of treadle machine. Thus
I have already asked without result. Until
you can make an absolute reliable given

In electric motor my advice is to
confine yourself to the treadle mch. for
distribution to the public as the
Graphophone will test you if they
improve at all their articulation which is
always possible.

The articulation of the Cast mch.
used here is much clearer than any-
thing we have heard though this clear-
ness comes at the sacrifice of quality and
timbre - This may however be wholly
due to defective governing.

In conclusion I can only add pray
send me the Automatic Commercial
& perfect mch. to which you refer &
if it is all I have a right to expect
from what you say I shall lose no
time in calling your order subject to
the qualifications you have indicated
as to price. By the next mail Hamilton
will send you his own report ^{in detail} on the defects
of the Cast instrument received.
Sincerely
J. H. P. and

Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted to by the sender of the following message. Errors due to careless sending only by repeating a message back to the sending station for comparison, and the company will not hold itself liable for errors or omissions in transmission or delivery of Unrepeated Messages, beyond the amount of fare paid thereon, and in any case where the claim is not presented in writing within sixty days after sending the message.

This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|---|---------|---------|-----------------------|
| 31 | W | G. | Collect & pay for you |
| Received at ORANGE, N. J. 2 nd May 30 1887 | | | |
| Dated London via New York 30 | | | |
| To Thos A Edison | | | |

Have you shipped sample commercial -

Phono - 8.

TELEGRAMS AND CABLES.
"IONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

May 31st 89.

Chas Batchelor Esq.
"Edison Phonograph Works."

Dear Sir:—

Enclosed please find order
for the few little things we are in great
need of hurry for, which we wish you
could have felt justified in sending us &
allowing order to follow; especially as we are
so far isolated from you, that this is the
first time an order has been required.
My letter asking for the articles having
been approved & initialed by Col. Gouraud who
is the O.

Yours truly
H. Del. Hamilton.

14070 - 5

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

From June 13th 89.

TELEPHONE,
No. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Dear Mr. Edison:—

I am sending you two records besides this one by sample post which I trust may arrive safely; but this I will send by letter post, it is a loud record of the English Coach Calls & is a sample of what I am getting out of these new machines. Please run this gram at 13 Per. per 5 seconds. I enclose names of the calls in their order as played.

Hoping to see you soon on this side of the pond. Believe me
Very respectfully, Alfred Hamilton

[ENCLOSURE]

COACH CALLS

By
Prof. C. GOFF,

Conductor of the Hurlingham Club
Band.

-
1. THE START.
 2. CLEAR THE ROAD.
 3. OFF SIDE.
 4. NEAR SIDE.
 5. SLACKEN PACE.
 6. PULL UP.
 7. CHANGE HORSES.
 8. THE POST HORN CALL.
 9. HIGHER UP.
 10. A RUSTIC CALL.
 11. STEADY.
 12. HOME.

phms - E

TELEGRAMS AND CABLES.
"PHONO" CIPHER, LONDON.

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

June 15th 89.

Edison Phonograph Works.

Dear Sirs:—

Please find enclosed
order for 100 phonogram blanks, for
the new phonograph with ball
point repeater. Kindly ship
them early as possible.

Yours truly
A. de C. Hamilton.

9.37

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,

Edison House "B" NORTHUMBERLAND AVENUE,
LONDON,

Dear Mr. Edison:-
Col. Gaillard has shown me
your letter of "May 31" in answer
to our criticisms upon the last
machines received here, which
clearly shows you think we are
not getting out of the instruments
all they are capable of.
I am sending you by this mail
your records to show what results
I am obtaining & I hope they
will convince you that you
will give them your attention.

The new phonograph is a most
marvellous talker more astounding
than any thing ever heard and
the greater part of our trouble is
directly traceable to the Battery. One
cell is not strong enough to insure
governing when required to do the
maximum work. Hence irregu-
larity of rate & pitch when repro-
ducing but by first sharing off the
flank afterwards letting recording
needle down alone & making record
it is perfect. Glad to learn you
are sending Battery which will
give longer life & more power.

I am quite as much at
home with the adjustments of the
new machine as on the former.
Our first experience with people

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,250.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.
2.

entirely unaccustomed or familiar
with the Phonograph - the repeating
diaphragms certainly did pop off
pretty lively; but now, I am glad
to say, they all are getting satisfac-
tory results every day in the
office, doing regular business upon
them.

If you could spare me a few
lines of comment upon these records I
am sending, it would be a great favor
to yours very respectfully,
A. de C. Hamilton

D.L. No - 2

15 June 89

LITTLE-MENLO.

Dear Edison

I wanted to thank
you for yr letter of the 1st
inst. from which I am glad
to observe my explanation
had been received as
I felt sure would be the
case. While you do not give
me any particulars as to ground
for the wave of adverse opinion
"on the part of the public abroad"
which was the occasion of
yr. apprehension as I hoped you
will, I am content to let the
matter drop with the final
observation that I am completely
at a loss to understand it, as

as with the single exception of
the Harvard article ^{of} it is already only those whose
of whose motive is obvious before your eyes or whose sound-
the was ~~expressed~~ by the English have startled my own
sense was ~~of~~ it; there has not & character. I am sure
only been no exception to the I have something unforgotten
praise of the man, but an
assent of praise by them
from both opponents - and
the paragraph and my
method & style in bringing
it before the public and
keeping it there for a whole
year (with only one notice)
most of this time & to all the
most I for which there is

no present. I shall be the
only wave whose ripple
have startled my own
& character. I am sure
I have something unforgotten
contrary and am
convinced myself that I have
made a mistake. I shall
continue & be justified in
continuing to be satisfied
that I have acted wisely
& for our mutual best
interest. Why I am protesting
against the unforgotten
upon the skill & judgment

I everywhere hear
 that I am thought
 to have displayed
 & which I am immediately
 & modestly deny, always
 saying that it is all owing
 to the unpresidented conduct
 of yourself and your Chancellor.
 For sometime past I have
 done nothing but the day &
 night to the complete neglect
 of every other intellectual pleasure
 & at all hours day and night
 & it has been no slight cause
 to say nothing of the
 thousands of pounds I
 have expended ungrudgingly
 whilst waiting for you to

2. 6. perfect the weather and
your arrangements for supplying
it. Now you say that happy
Epoke has arrived and I
am truly glad to hear it.
Who indeed has greater reason
for being so? The only one
of the originals who has got
no fault to find in his work.
A remark in G. Seltzer's notice
in *Leipziger* that you are disappointed
in the measurement of *intelligens*
in mammals. To you hereafter
as to my policy involves
If this is so I have only to say
that if you had ~~seen~~ the
moderation of price cutting?

have sent you they would
have been for you at the time &
day. but had I supposed
you wanted a narrative of
anything I may say daily
& sometimes three daily
lectures, exhibitions, talks
public & private I would
gladly have furnished it
though I did not know.

What you had taken the
time to know for it
you shall in future have
no cause for complaint
on this score & now that we
have a better better the
on all the points I hope

There will be no cause for
doubt or complaint in future.
& I pass from the subject
quickly so far as I am
concerned, & gladly,
thanking you for your
frank & friendly reply
rather than reply.

Yours very truly

G. E. Howard

Phons - E

EDISON LABORATORY.

TELEGRAM.

June 17/89

From

Edison
Cable dollars you approve
for England. Write Wednesday
sure Capital and what paid
by Electric American Company
Have machines left

(Signed)

Edison - Morse

Edison's "Edison's" "Edison's" "Edison's"

*From the Laboratory
of
Thomas A. Edison*

Subject, _____

Orange, N.J. June 18, 1889.

My Dear Tate,-

You will get a confirmation of the various cablegrams which have passed between us from my Bay St. office. It is, therefore, unnecessary for me to confirm them again in this letter.

With reference to Connerly and the Mexican Company, I enclose herewith some copies of letters which we have received from Mr. Connerly, and on these letters Mr. Edison extended Mr. Connerly's option for two months. I wired you last night to this effect and asked you to get Mr. Gouraud's confirmation of the matter.

I also enclose herewith letter from Glass, with relation to some territory which he has been in communication with Gouraud about. I have written Glass, stating that I have forwarded his letter to you, with the request that you see Mr. Gouraud and cable me the reply. I will advise Glass by wire as soon as I get your telegram.

Referring to the Seligman matter, you surely remember seeing Jessie Seligman with me on the day of the Naval Parade. You will also, I am sure, remember me absolutely refusing to make an offer for the phonograph as coming from Mr. Edison. I told Mr. Seligman that he would have to deal with Gouraud first, and when Mr. Seligman

pressed me for a figure at which his Syndicate could purchase Mr. Edison's interest in Gouraud contracts, I told him that it was useless to try to deal with Mr. Edison until he had dealt with Mr. Gouraud. You will probably recollect that finally I named seven hundred and fifty thousand dollars for Mr. Edison's interest, plus manufacture, and the contract to provide for certain limitations so far as the use of Mr. Edison's name is concerned. This was named entirely upon my own responsibility. In doing so you will recollect that I refused absolutely to involve Mr. Edison.

Under these circumstances, Mr. Moriarty might almost be complimented in the same manner in which the illustrious O'Connell complimented Mr. Disraeli, when he politely referred to that gentleman's connection with one of the participants in the little crucifixion affair that occurred about eighteen hundred years ago. I would like you to have been present at the interview that occurred right after the receipt of the first telegram, detailing what Moriarty was doing. It so happened that prior to your telegram getting here, the Seligmans had sent for me, and when I went to their office I had the advantage of the information which you had sent. Of course Seligman disclaimed all responsibility for Mr. Moriarty's threats, and I told them that it was nonsense to talk about any such figure as \$200,000 for Mr. Edison and Mr. Gouraud's interest.

A. O. T.

-3-

Directly I finish dictating this letter I am going to see the Seligmans again, and answering bluff with bluff, I am to tell them, on behalf of Mr. Edison, that they can either deal with Mr. Gouraud or else go ahead with their own business, and we will go ahead with ours.

While the Seligmans' position may be very strong financially - and is undoubtedly very strong financially - they realize the great importance of Mr. Edison's name, to enable them to successfully launch Companies in Europe. You will remember that at the conversation at the Phonograph Works, on the Saturday before you left, I intimated that the Seligmans could probably frustrate our efforts to establish Companies if they so desired. The clannishness of the Jew bankers of Europe is proverbial. On the other hand, you should also remember that people whose influence may be very great to do us harm, may not be equally as great in preventing us from doing them harm. The scaring of investors is a role which we are just as capable of filling as Seligman Brothers and their Jewish friends. Nobody realizes this better than Mr. Gouraud, I am sure.

We are particularly anxious to hear from you as to Mr. Gouraud's "other connections." My own opinion is that he has none, and that the letter which he wrote out here, and on which you really went to London, was written in consequence of the overtures made by the Seligman people or their representatives.

We have a letter from Gouraud which says: "I now give you a firm order for 1,000 machines." Nothing is said whatever about

A. O. T.

-4-

payment, and we wired you in consequence, asking you to arrange a credit here in New York, so we can get our money on presentation of invoices and bills of lading. I hope to hear from you on this subject within a day or two.

Tomlinson, Gilliland and Toppan sailed for Europe last Saturday. I have no definite information as to the cause of their visit to London, but I have always believed that Seligman originally went into the Graphophone business at the solicitation of Tomlinson. You may remember my suggesting such a thing last May. I have absolutely no evidence that this is a fact, but I consider that these three gentlemen will be worth watching. Gilliland used to stay at the Langham. Anyway you can find out a good deal about their movements I am sure at the American Exchange in London. If you want any assistance in finding out what these gentlemen are doing, my father will very gladly help you in watching their movements.

We have got a great deal of correspondence here from Gouraud. There is nothing in it of very great consequence, and in view of the fact that you are in London and fully posted as to what we want, I think that I will allow the enemy to answer the letters, and simply put them on file. Anyway we don't want to have any communication with Gouraud, except through you, and if we answer his letters, it will end in our getting a great deal of correspondence from him, about which you will know nothing.

A. O. T.

-5-

There is nothing particularly new to write you about so far as general business is concerned. The Phonograph Works is running along pretty well, and I think that by the time Mr. Edison gets back from Europe, we will be able to show him a pretty good balance sheet.

I enclose you herewith extracts from some letters, which indicate that the phonograph is rapidly forging ahead of the graphophone.

Mr. Edison has been away for a week in Pennsylvania and returned last Sunday. If all he says and all Jivor says, turns out so, the iron concentrating business will be a tremendous bonanza, and I shall retire to the solitude of a country seat in the South of England upon the income which I will get from my interest in the New Jersey and Pennsylvania Concentrating Works.

I hope before you get this letter you will have seen some of the people I gave you introductions to and will have posted us as to the general state of affairs of phonograph matters, and the exact negotiations which Mr. Gouraud has in hand.

Yours very sincerely
Samuel Insull

A. O. Tate, Esq.,
Hotel Metropole, London,
England.

Photo - Eng.

EDISON LABORATORY.

TELEGRAM.

July 3 1889

From

London via NY

To J A Edison Confirmed July 10/89

No acc blanks left
quite out.

Recd 30 p.m.
26th July

Photograph Works
Shipped 100 cylinders
on June 26th
J A Miller

Photo - E

EDISON LABORATORY.

TELEGRAM.

July 3rd 1889

From

J A Edison

To Howard Norwood Confirmed July 10/89

Shipped barrel last week.

Edison

Phone - E

TELEPHONE AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
"EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

5th July, 1889.

My Dear Batchelor:-

The Shipping charges of everything received from you are most exorbitant. May I ask you to give some special instructions regarding this, which should be done at once because if they get into the habit of charging what they like it will be to our prejudice when our shipments become larger. These observations refer more particularly to express charges. It would be necessary for some time to ship by express until the supply of Phonographs is such as to allow of shipments by regular freight. The above charges besides being excessive have been quite irregular, that is to say the charges have not been in proportion to the size of the packages.

Hoping ~~that~~ you will give your attention to this.

Believe me,

Yours faithfully

G.E.Gouraud.

C.Batchelor Esqr.

Handwritten notes:
1800
1600

Handwritten signature or mark.

Seligman
Form No. 1

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blank provided by this Company for that purpose, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT | REC'D BY | No. OF WORDS | FROM |
|--------|------|----------|--------------|------|
| 1542 | B | r | London | |

Received at CENTRAL CABLE OFFICE, 16, Broad St., New York.

July 15 1889

To Inceall my
Source is supporting N. H. Seligman & Co.
Dramatic (donation) details
later
Late

[PHOTOCOPY]

[TO SAMUEL INSULL. MISDATED. CORRECT DATE IS JULY 15, 1889.]

12

London, July 12th, 1889.

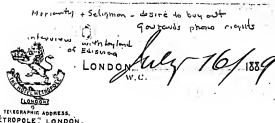
Moriarty, representing Seligman, negotiating for three weeks with Gourand. Tried first to buy his interest. He refused absolutely to consider any proposition except sale of both his and T. A. Edison's. Seligman offered two hundred thousand dollars for these. Gourand said he would refuse as many pounds. Seligman owns foreign Graphophone. Seligman is trying to find Gourand's price, and told him Insull named six hundred thousand dollars as asking price for combined interests of Gourand and T. A. Edison.. Seligman threatens immediate litigation, saying best experts advise T. A. Edison patents weak and Tomilson has given same advise as inside information. Seligman states have perfected plans to prevent Gourand bringing out any company in Europe. I have listened and said nothing. Expect further developments to-morrow.

Tate.

-----o-----

by the laboratory with
Jesse Seligman & Co, where
the latter first commenced
his enquiries. Choriarity
was the young man
of the party. He
came to London some
three weeks ago with
Young Seligman, whom
you have met, and
their purpose was
to buy out Gourauds
photograph interests.

Choriarity went to
Gouraud and represented
himself as the agent
of a syndicate of
American capitalists



My dear Magill:

I confirm also where
the cables sent you since
my arrival in London
and I now give you
full details of what has
transpired. The man

Choriarity who has
been negotiating with
Gouraud will perhaps
be remembered by
you to disown as one
of the party that came

who had purchased the foreign
Graphophone rights and who desired
to include the Phonograph in their
purchase. He represented his case
in this way: - His principals
engaged an eminent firm of Patent
Lawyers in New York to examine
and report upon all the various
patents which have been taken out
all over the world upon talking
machines; that these Lawyers
made an exhaustive examination
and reported that the Graphophone
patents controlled the field and
could sustain their claim to a
monopoly in any Court; that
a commission of experts was
appointed to investigate the
question of manufacture and that
they found that Graphophones were
actually being manufactured at
a cost not exceeding (\$19.) Nineteen
Dollars each; that the Graphophones
which they intended placing upon

informed them: as to the cost of manufacturing the Phonograph, which cost they found to be double that of the Graphophone; that the Phonograph Factory was a small affair turning out very few machines; that Mr. Edison stated to them that he was very doubtful as to the success commercially of the Phonograph; that they sounded Mr. Edison in regard to the value which he placed upon the foreign Phonograph interest



TELEGRAPHIC ADDRESS.
"METROPOLE," LONDON.

LONDON W.C.

133.

(H)

the European Market were not the same class of instrument as is being made for the American market, the former being far superior both as to utility and cheapness of manufacture; that they had approached Mr. Edison with the purpose of obtaining information from him in regard to the Phonograph and the latter had

⑥
and that he gave you a letter
authorizing you to deal with the
matter; that they were handed
a copy of Gouraud's contract with
Mr. Edison and had it interpreted
with respect to Gouraud's rights;
that they found that Mr. Edison
could sell out himself and Gouraud
if he wished and if Gouraud would
not deal with them they could
go back to America and carry
through a negotiation there; that
you had named Six Hundred
Thousand Dollars (\$600,000.) as a
"laughing" price for the combined
interests of Edison and Gouraud
that there were influences at work
with Edison in opposition to
Gouraud (they referred here, without
stating names, to you and myself)
which would rupture Gouraud's

8

than the sale of the combined rights of himself and Edison and then he and Morianty commenced sparring to determine a price, Gouraud declining to name any figure. Morianty finally offered Two Hundred Thousand Dollars (\$200,000) for the whole business and Gouraud immediately replied that he would refuse as many pounds. It was at this stage of the proceedings



TELEGRAPHIC ADDRESS.
"METROPOLE," LONDON.

LONDON.
W.C.

188.

(7)

relations with Edison; that if their negotiations failed all around they would litigate immediately and generally they had full command of the entire situation and Gouraud could save himself only by selling out. Gouraud at once met this proposition with an absolute refusal to consider any proposition other

(9)
that I reached London and of
course Gouraud at once tackled
me. I told him that I knew
absolutely nothing about the
affair - and assumed a neutral
position, simply saying that I
would be glad to submit to
Mr. Edison any proposition
which Gouraud desired him to
consider - and then I went to
work to post myself.
The information which I have
given you I obtained from
Moriantz; Gouraud and Young
Seligmann, the last adding
further that Tomlinson had told
him that the Phonograph patents
are as good and gives him
(as he expressed it) "the inside
history" of them. I have checked
the stories of these three men

(11)

The only progress made was by Moriarty stating that he was authorized to offer a maximum amount - then Gouraud started in to find what that amount was, and Moriarty held back in an endeavor to get Gouraud to name a price, and the interview ended with nothing further accomplished.

On Monday I saw Moriarty and Delgouan to see what information



TELEGRAPHIC ADDRESS:
"METROPOLE," LONDON.

LONDON.

(10)

188.

one with the other, and the information which I give as to what occurred before I arrived is correct. Since my arrival on Friday last I have been present at all interviews the first of which occurred on Saturday between Gouraud and Moriarty, and was simply a sparring match -

12
I could get from there and which
I have embodied in the first
paragraph of this letter. This
morning (Tuesday) there was
a meeting of Gouraud, Korianity
and Seligman - a repetition of
Saturday's interview. The matter
now stands thus: Seligman
has an unnamed maximum
price to offer ~~but~~^{and} will not
name it because he thinks
Gouraud's ideas are too high
and wishes to bring them
down before risking a refusal
of his limit and the collapse of
his negotiation. Gouraud
refuses to place any value on
the business believing that he
will in that way force Seligman
to name his maximum.
I know as to Seligman's scheme.
I understand perfectly every
statement he has made ~~and~~

any chickens of that
kind coming home
to roost — and I don't
want to send Yourand's
idea up any higher
than they are because
I think you may have
some understanding
with Seligmann with
which I am not familiar
and it may be that
they will make a
proposition eventually
that you can accept.

I do not believe
that Yourand's ideas
are as high as he
represents them. He
asked me today if



TELEGRAPHIC ADDRESS,
"METROPOLIS," LONDON.

LONDON W.C.

(13)

188.

all of which have been
advanced with the
idea of lowering Yourand's
standards of values.
It has been impossible
for me to do anything
but keep my mouth
shut as tightly as possible.
I cannot assist in
depreciating values
because if Seligmann's
scheme fails, and I
have to deal with
Yourand on values
later I don't want

15

I thought Mr. Edison would accept
\$300,000 as his share in a cash sale.
I replied that there was only one
man who could answer such a
question and that was Mr. Edison
himself - which answer I made
for this reason. Seligman may
have told you and that you
has placed that alleged laughing
value on the combined interests
simply to bring your and's ideas
down and get him to consider
an offer of (let us say) anything
up to \$1,000,000. In any such
deal Edison's interest would be
comparatively small, a third, and
Seligman may ^{would be} ~~then~~ turn around
and make Edison a satisfactory
offer - because he knows that
the value you named was
for Edison's interest only - there
could have been no misunderstanding

17
generally. I will end
this communication here
and write you another
regarding your
ideas and plans for
commencing active business.

I think I forgot to
say that Young Seligman
told me that his people
had perfected arrangements
to prevent your
bringing out any
company in Europe.
You should read



TELEGRAPHIC ADDRESS,
"METROPOLE," LONDON.

LONDON,
W.C.

(16)

188.

about that. Therefore
if any proposition is
cabled to you you
should see the Seligman
and find out exactly
what it means. I
think there will be a
lull in these negotiations
for a few days which
time I shall devote
to calling upon the
different people to
whom I have letters
and will post myself

¹⁸
this letter in connection with
the next one that I will
send by same mail

Yours truly
A. W. C.

[PHOTOCOPY]

-----o-----
Tate, Hotel Metropole, London, (July 16, 1889. ✓ (New York,

Gourand orders thousand phonographs, arrange payment in
New York on sight draft with invoices and bills of lading
attached. Connery wants three months' extension to Mexico to
get Government concession. Arrange it with Gourand. Insull.

(2)

New York, July 16, 1889.

Tate, Hotel Metropole, London.

Seligman wants us make offer here. Will see Edison and
wire fully later. Insull.

-----o-----
New York, July 17, 1889.

Tate, Hotel Metropole, London.

You were present when Insull told Seligman Edison would
require 750 thousand and manufacturing rights for his share
alone. Edison refuses to deal with Seligman here. Is Gourand
with any other parties? If so, whom and on what Basis? Insull.

[PHOTOCOPY]

[MISDATED. CORRECT DATE IS JULY 17, 1889]

-----o-----
New York, July 16th, 1889.

Tate, Hotel Metropole, London. !

7-20-89. Have you told Gourand about "La Nature" article, and its
hearing on Graphone.

Insull.
-----o-----

[PHOTOCOPY]

[FROM SAMUEL INSULL]

New York, July 17th.

Tab Tell Gourand following: Insull saw Seligman, instructed
Stanka. Ship Saturday, power, public improvement. Seligman
by Edison in May. Insull refused Seligman's request to make
wants six new appliances same time. All previous
proposal. Moriarty's statement absolutely false. Seligman's have
disclaim threats. Edison wants Gourand push sale or lease
machines, rather than accept Seligman's proposal or threats. Insull
saw Seligman today and referred them to Gourand. Edison took

(a) responsibility giving Connery two months extension, which we
think ensures strong Co. with monopoly franchise, directly
Mexican Senate meets. Ask Gourand confirm extension. Many
North Am. Phone Co. licensees refusing graphone, preferring
Photograph. Your course with relation to Seligman's correct.
Gilliland, Tomlinson and Tappan sailed Saturday. Possibly with
relation to Graphone. Watch them. Insull's father will help.
Hurry credit New York for thousand machines. Advise me what you
have done in regard to other parties. Gourand is negotiating with.

[DECODED VERSION FOLLOWS]

Form No. 3.

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | NO. OF WORDS | FROM |
|--------|---------|----------|--------------|------|
| 208 | Lnro | 87 | London | |

Received at CENTRAL CABLE OFFICE, Stock Exchange, New York.

July 17 1889

To *Tammany* *ny*

Replying to your Cable
under 8 a.m.
Combarge *Siddeenth* *disclose* *greatly* *excused*
about offer which *donation* *State* *dismal* *made* *refusing*
to consider *it* *authoritative* *I* *have* *taken* *position* *of* *knowing*
nothing *disclose* *believe* *if* *donations* *present* *negotiations* *fail*
he *can* *amalgamate* *later* *and* *float* *Companies* *for* *joint* *interest*
States *he* *could* *not* *float* *Companies* *to* *accident* *only* *now*

Form No. 2.

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

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THOS. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|--------|---------|----------|--------------|------|
| 208 | Ln | | | |

Received at CENTRAL CABLE OFFICE, Stock Exchange, New York.

July 17 1889

To

even if underwritten because opposition too strong must be
absorbed or he will *accident* *or* *absconds* *until* *business*
established *to* *capitalize* *will* *report* *soon* *on* *his* *connections*
Re

Tate

[DECODED VERSION OF PREVIOUS DOCUMENT]

S-14

Editorial address "Edison, Inc."

*From the Laboratory
Thomas A. Edison.*

Subject: _____

Orange, N.J. _____

Replying to your cable under date of 18th, Gouraud greatly exercised about offer which Seligman states Insull made, refusing to consider it authoritative. I have taken position of knowing nothing. Gouraud believes if Seligman's present negotiations fail he can amalgamate later and float Company for joint interest. States he could not float Company to sell phonographs only now even if underwritten, because opposition too strong. Must be absorbed or he will sell phonographs or lease phonographs until business established to capitalize. Will report soon on his connection here.

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[PHOTOCOPY]

[TO SAMUEL INSULL?]

London, July 18th, 1889.

Understand perfectly what Insull told Seligman. My interpretation is that mistatements made Gourand simply to reduce his estimate of values, and if Gourand named price for both interests Seligman would consider two thirds of it as cost of buying out Gourand, then attempt to negotiate again with Edison. Better let matter rest until you receive my letter mailed yesterday and others Saturday next. Making exhaustive investigation, have not found yet that Gourand negotiating with others. He has read "La Nature". Knows thoroughly opposition status. Wire name Gilliland's steamer. Tate.

Howe-Brogl

Form No. 2.

CABLE MESSAGE.

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Sheet provided by this Company for the purpose and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ECKERT, General Manager.

NORVIL GREEN, President.

SUMMER

RECEIVED BY

NO. OF WORDS

FROM

123 A Chm 44 London

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York.

July 18 1889

To: J. M. Enuall ny
Lensa Taking Brazil agency requires one East treadle
meter phonograph battery extra recorder reproduced
barrel blanks Ship Saturday sure cable departure
warty Gouard wants six new spectacles same time
am arranging credit Gouard Consents. Emery. Attention writing
Confirmation

Tate

Howe-Brogl

EDISON LABORATORY.

TELEGRAM.

July 18th 1889

From London

To Edison. Confid. priv. 22/59.

How many machines weekly
can you ship to fill Gouards order
Tate.

[COPY FOLLOWS]

Phone - Eng

LITTLE-MENLO.

20 July 89

My dear Edwin

Tali has arr^d and com.
communicated your views. by which I
shall be duly guided. I am afraid
that we shall now be too late for
the season as far as "bringing out"
a Patsill Company is concerned.

You never took any notice of
my letter regarding "Moriorly".

He now says that I will negotiate
with him in July, under your authority
contained in a letter signed by you
& that he offered the whole of the
Photograph rights represented by
the contract between you & me
for ~~the~~ \$600.000 saying that
it was "only the asking price".

He Moriorly repeated this
in Tali's presence. Moriorly
now offers \$200,000 for the

THIS DOCUMENT CONTAINS NEITHER
RECOMMENDATIONS NOR CONCLUSIONS
OF THE NATIONAL BUREAU OF STANDARDS
OR OF THE NATIONAL BUREAU OF STANDARDS
AND TECHNOLOGY. IT IS THE PROPERTY
OF THE NATIONAL BUREAU OF STANDARDS
AND TECHNOLOGY AND IS LOANED TO YOUR
ORGANIZATION. IT AND ITS CONTENTS
ARE NOT TO BE DISTRIBUTED OUTSIDE
YOUR ORGANIZATION.

[COPY FOLLOWS]

2
same. I have returned in offer
with thanks. He has apparently
dropped the negotiation as he
has not reappeared since
Tuesday last, 4 days ago.
His alternative to purchasing
the Phonograph rights is to
annihilate the Phonograph Pat.
and equally as the Phonograph
itself with a new form of
Graphophone costing only \$20.
to manufacture and superior
in every way to the Phonograph.
Recently says Lippincott told
him that Phonographs are being
obtained on Easy hand and
Graphos being put out in their
place - 7 Graphos in one to 3

[COPY FOLLOWS]

3. Phras'! I told Horrie all this
and says LITTLE-MENLO. he knows
he nothing about the 'improved
and \$20 paper."

My reply to Insull's alleged offer
is that there must be some
mistake, as you had wrote com-
municated with me upon the subject
and I had never authorized Insull
or any body else to offer my
interests at any price whatever,
whether to negotiate for them sale
either separately from or together
with yours. That if you had author-
ized Insull or any body else to sell
any interest in the Contract between
us it must have been to your own
share in my contract. He insists
that there can be no mistake about

[COPY FOLLOWS]

* If they would not make a photograph
if they had the right!

LITTLE-MENLO.

If I could call also cable me a
statement of having made the offer he
is said to have made it is desirable
that he should do so, as uncontro-
verted the circulation of such a
statement would greatly prejudice
objection having in view a larger
view than that for England alone.

I shall therefore hope to hear from
you upon this point on that of the

Send me all the favorable reports
you can get of satisfactory working
of machines in offices. Also total
number of Photographs in hands
of public at end of each week
would help me greatly.

There is beating great interest in Phil
& Benjamin. Am sending it west back to
Hilbert. Norway. Sweden. Portugal to
Brazil Yours Unrenewed

[COPY]

Translation.

London, 20th July, 1889.

My Dear Edison,-

Tate has arrived and communicated your views, by which I shall be duly guided. I am afraid that we shall now be too late for this season, so far as "bringing out a Public--- Company" is concerned.

You never took any notice of my letter regarding "Moriarty." He now says that Insull negotiated with him in New York, under your authority contained in a letter signed by you, and that he offered the whole of the phonograph rights represented by the contract between you and me for \$800,000, saying that it was "only the asking price." He (Moriarty) repeated this in Tate's presence. Moriarty now offers \$200,000 for the same. I have declined his offer with thanks. He has apparently dropped the negotiations, as he has not reappeared since Thursday last, four days ago. His alternative to purchasing the phonograph rights is to annihilate the phonograph patents and equally so the phonograph itself with a new form of graphophone costing only \$20 to manufacture and superior in every way to the phonograph.

Moriarty says Lippincott told him that phonographs are being returned on every hand and graphophones being sent out in their places - seven graphophones in use to 3 phonographs. Tate denies all this and says he knows nothing about the "improved and \$20 graphophone." My reply to Insull's alleged offer is that there

[COPY]

-2-

must be some mistake, as you have never communicated with me upon the subject and I had never authorized Inall or anybody else to offer my interests at any price whatever; neither to negotiate for their sale, either separately from or together with yours. That if you had authorized Inall or any body else to sell any interest in the contract between us, it must have referred to your own share in my contract. He insists that there can be no mistake about it, and that any offer Inall made could only have been under your authority and that he is entitled to consider that it was equally made with my knowledge and approval. And there the matter stands. As he is likely to turn up again, it would be of some assistance to me if you can place me in a position to say on your authority that you have not authorized to make the offer in question or any other offer, for at present I am convinced that Moriarty thinks I am either lying or bluffing.

One of the Seligmanns is with Moriarty. They make no proposals of amalgamation, except in the above form of buying us out for a small figure as an alternative to brushing us out. They candidly declare they "would not make a phonograph if they had the rights!"

If Inall can also cable me a denial of having made the offer he is said to have made, it is desirable that he should do so, as uncontradicted the circulation of such a statement would greatly prejudice negotiations, having in view a larger sum than that for

[COPY]

-3-

England alone. I shall therefore hope to hear from you upon this point on receipt of this.

Send me all the favorable reports you can get of satisfactory working of machines in offices. Also total numbers of phonographs in hands of public at end of each week would help me greatly.

Phono. is exciting great interest in Italy and Belgium. Am sending it next week to Denmark, Norway, Sweden, Portugal and Brazil.

Yours

(Signed)

G o u r a u d .

Hotel Metropole
London July 20/19
My dear Susan:

owing to the failure of some appointments made for me by Kenty I was unable to get a second letter off to you by last Wednesday mail - I give you now the following information:

Seligman Negotiations:

Your cablegram 17th which I have confirmed as No. 4 shows me that you misunderstood the exact meaning of my cablegrams. I will be more explicit in future. When

I reached London and found that Seligman was negotiating with Edward. I considered it necessary to post myself fully as to the exact status of each side of the negotiation before risking a disturbance of the condition of either. A word from me, one way or the other, might and would have changed the entire situation. I wanted you to know the position of each side as I found it so you could have an opportunity of

instructing me how
to tip the scales
In my cablegram
confirmed in my
letter dated 18th inst
I gave you Seligman's
(Morant's) representation
of his side, together
with Gouraud's manner
of receiving it.

I assumed the
position of knowing
absolutely nothing
and made no statements
whatever. Finally
I cabled you my
interpretation of
the situation, confirmed
in my letter, enclosed
herewith, which I
am positive is
correct, providing

that I have a true
knowledge of your
dealings with Seligman
in New York.

My understanding is
that you never discussed
with Seligman the
value of the combined
interests of Edison
and Gouraud. That
the subject you considered
in your dealings with
them was the value
of Edison's interest
alone and that you
told them you considered
the latter to be worth
750 thousand and the
manufacturing rights.

Furthermore that
you discussed this
business in such

away that Seligman could not possibly have misunderstood you. In the light of this belief I had to interpret Seligman's presentation of the case to Gouraud and discover the reasons for his misrepresentations. He could not have tried to deceive Gouraud in the hope of carrying the deception further to include Edison. I therefore concluded that he wanted to find what sum he would have to pay to buy Gouraud out

and as the latter had refused absolutely to consider any proposition other than the sale of the joint interests of himself and Edison, Seligman had used any and every means to reduce Gouraud's ideas of values. I ought to have cabled you my interpretation when I advised you of both sides of the case but I thought you would understand it when I said that I had taken the position of knowing nothing.

I believed it would strike you just as it did me.

I will continue a discussion of the negotiation after I give you a little information about Ewurand, so that you may understand my views intelligently.

Ewurand's Position

So far as I have been able to ascertain ~~them~~ Ewurand has not negotiated with anyone regarding the formation of companies or the sale of ^{the entire} rights. Verity tells me

that some of his friends, represented by J. Spencer Balfour, approached Ewurand to sound him as to the floating of a company, but that they dropped it when they found that Ewurand wanted \$350,000 as his share of the plunder. I have not completed my investigation of Ewurand's connections and cannot vouch for the correctness of my present opinion, but it appears to me that

he has devoted his time to booming himself and the phonograph, considering that the time had not come yet for him to assume an aggressive attitude with respect to floating a company.

I am completely a number of sources of information and will soon be able to speak more positively of your past, and will also be in a position to follow him closely through any negotiations in the future.

graphophone.

This opposition machine presents itself in this way:-

It is backed by the Seligman's who must be considered as an important commercial element.

The Graphophone patents antedate those of the phonograph.

Presuming that we attempt to float a company for the phonograph alone we have arrayed against us commercially the whole Seligman connection. In

addition to this the
 Graphophone has
~~a legal status~~ an
 apparent legal status
 with respect to
 patents which is
 just sufficient to
 deceive the public.
 If we take independent
 action they will set
 up a howl "that the
 Graphophone patents
 antedate those of the
 phonograph" which
 will be popular
 and as they would
 at once attack us
 in the Courts we
 are unable to count
 on a general public
 support.
 Gouraud knows this

He also knows that
 we could kill the
 Graphophone claims
 in Court, but the
 question is not one
 of the merits or
 demerits of claims,
 but rather of how
 Each side would
 appear to the public
 eye before a final
 settlement of claims
 could be had. He
 has concluded that
 it would be a great
 risk to attempt
 to float a phonograph
 Company at the
 present time.
 This seems to show
 that Gouraud personally
 has no friends

because if he had any kind of an efficient connection he would not be obliged to consider popular support as such an important element in the launching of a company.

He talked to me the other day about ~~for~~ a scheme which would include the sale of all the foreign phonograph rights and also the sale of the Phonograph Works. Said he could give the Phonoworks stockholders 100% on their investment

and wanted me to cable Mr Edison asking if he would consent to such a deal. I said that when he had any definite scheme to present I would be glad to present it but his ideas were too crescent to make it worth while transcribing them at present.

I keep my relations with him in a state that will insure my hearing all his propositions - Every thing he may be considering - for these enable me to size his strength.

He thinks that

if he can place something more tangible than patents on the market it will increase his chances of success, and this is why he probably will try to establish a business in the sale or leasing of machines.

I have interviewed Spencer Balfour, Sir John Reader and Sir James Anderson. I can call these men Verity's connections. They have talked quite freely to me and are unanimous in the belief that Edwards has no

following, and can not acquire one, and that he would fail in any attempt to float a Company. Even if he had no Graphophone opposition.

Now I conclude as follows:
Edwards can't float a company.

If the Telegraphs buy us out, or if we effect a combination with them, ~~the~~ company can be floated, not because of the Graphophone opposition but because we would thereby acquire the financial support which

is now lacking.

Unless we combine we should make Edison do a legitimate business and wait until the phonograph itself has acquired that popular support which Edison cannot command now, before attempting to capitalize the business.

There is another side to this question which you must consider.

The men of finance do not consider Edison as Mr Edison's representative

They consider that he represents Edison alone. I believe it would be quite practicable for Mr Edison, through a representative here to form a good connection entirely independent of Edison and that Edison could become such a power among the men who control the financial affairs of this country as to make him independent of the assistance of any but an ordinary agent. The people want Edison but they refuse to

swallowe purand
with him.

James White

Consider any proposition
for purchase but
cannot authorize
negotiations New York
his behalf account
probable complications
Prefers deal direct

I think these Seligman
negotiations have
excited his suspicion
and he therefore wants
to handle everything
himself.

Gilliland and party
are due tonight.
I will see you

Phone - Paris



TELEGRAPHIC ADDRESS
"METROPOLIS" LONDON

LONDON W.C.

July 17/1889

My dear Lucille:

I got your cable
20th inst. in regard to
parties other than
Seligman who desired
to negotiate for certain
countries. Gouraud
was not in town on
Saturday but I saw
him this morning
and called you
as follows:

"Disclase says will

father tomorrow and arrange
to keep track of them.

I wish you would tell Mr
Edison that I am investigating
Electric Lighting here as he
wanted me to, and will write
him fully in a few days.

I have some interesting information.

I have had reports
from Paris regarding
phonograph exhibit and
want to run over there as
soon as possible so I can
report.

Pender, Anderson and
Lefland had all heard the
instrument and said it
was very unsatisfactory and
I hear the same thing from
other sources. I am

in putting it straight.

Hammer insists
that it is all right
but it is sufficiently
important for me
to investigate. I will
cable you ~~about this~~
when I find I can
get away for a
few days from
here.

For Allie



TELEGRAPHIC ADDRESS.
"METROPOL", LONDON

LONDON.
W.C.

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going to go into the
exhibit and fall
in with the crowd
and hear the machine
as an ordinary
visitor - and will
cable the result.
I hope it is being
handled properly
now - but if it
isn't no time
should be lost

have been trying to
accomplish it. I
told him that the Phono.
Works must have their
money on presentation
of invoices and B/L and
he said he could arrange
it but it might be
necessary for him to
dispose of something
(securities) which he
wished to avoid if
possible. He began
to discuss 60 day
drafts, but I discouraged
that idea. He then
said he would think
the matter over.

Howard Seligman
Sole agent for phonograph rights
London, N.Y.
July 27, 1889



TELEGRAPHIC ADDRESS
"METROPOLE" LONDON

My dear Lucile
I wrote you last on
Saturday. Today I
have had a long
conversation with
Howard, and an
interview with W.
Heyland, Vice Chairman
of the Edison Trust Co.
First as to my
talk with Howard:
Ever since you asked
me to arrange a
credit in N.Y. for
1000 phonographs I

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and he has been thinking it
over ever since and is not
yet prepared to say what he
will do. I think I can anticipate
his decision from today's
conversation. As I told you
in my last letter, he does not
believe that he could float
a company at this time.
His next alternative is to
sell or lease machines. If
he sells machines he thereby
commits any future organization
to the policy of selling, as they
could not call in property
already disposed of - or if
they wanted to lease they would
be embarrassed by precedent -
If he leases machines, a future
organization could adopt either
policy - if they desired to
sell, the lessee would in all

5

He has no such organization, but talks of perfecting one. He says that this would be slow work and that he would not require very many instruments for some time - which remark I take as the forerunner of a reduction of the order he has given for machines.

In your cable to me 18th inst. you told me that Mr Edison preferred you and to go ahead



TELEGRAPHIC ADDRESS
"METROPOLE," LONDON

LONDON.
W.C.

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probability, he glad to commit and purchase their instruments outright - Therefore you and considers it better at this time to lease the instruments. Now he can only get these instruments into the hands of the public through competent agents. We have seen the necessity for proper instruction in America.

6

and sell or lease machines rather than to spend time negotiating for the sale of rights, and I have therefore urged him to commence real business. His policy however is one of delay. He either cannot raise money enough to buy any considerable ~~no~~ number of machines, or he doesn't want to do so. His manager (Young) told me the other day that the Phonograph business thus far had not cost Command a single cent. I believe his order for a thousand machines was a "blind" - I can't see what he could do with them after he got them as he has no organization through which to market them. He tells me that he has sent

as the ⁸ Agents who
are contemplated in
the Yourand Contract
because if they can
be, it only becomes
necessary for Yourand
to put a man in any
country to give paid
exhibitions in order to
save himself - and
make money at
the same time by
this evasion of the
spirit of his agreement.

By saving himself
I mean by preventing
the reversion of
any territory to Edison.



TELEGRAPHIC ADDRESS.
"METROPOLE", LONDON

LONDON.

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188.

representatives to
Italy, Norway, Sweden
and Belgium, but these
men are exhibitors,
and are probably
showing the phonograph
for money. I am
finding out if this
is so - but there is
really no doubt about
it. It would be well
for you to find out
from Boston if these
men can be considered

9
I will cable you for instructions
as soon as Germand decides
about that order. I am going
to force a decision tomorrow.
We may as well know at once
where we stand.

Interview with Leyland

This gentleman was very
garanded in his remarks
but he went so far as to say
that he knew Germand had
no following and referred to
Germand's past history as
being sufficient to prevent
confidence being placed in
him. I think he conceived
the idea that I was sounding
him as to the probability of
his (Leyland's) joining a
scheme for floating a
company. He is very wealthy

11
patents and evidently
had familiarized himself
with Phonograph and
Graphophone affairs.

I tell you all this
because it has an
important bearing on
what I said in ~~my~~
concluding my last
letter - that people wanted
Edison but would not
swallow Guran.

I am very well satisfied
that all the people I
have seen would join
Mr. Edison and be
glad to do so - but
Guran cannot
command the cooperation



TELEGRAPHIC ADDRESS,
"METROPOLIS," LONDON.

LONDON,
10 W.C.

188.

and has the reputation
of being very shrewd.
He was quite familiar
with graphophone affairs.
In regard to the
Phonograph he said
that if a syndicate were
formed, to purchase it
the patents should be
thoroughly investigated
and incidentally he
mentioned a firm of
lawyers. He knew
about the old phonograph

of any of them.¹² I might investigate
here for the next six months
and develop nothing beyond
confirmation of this opinion.

It now remains for you
to decide what you wish to
do. Whether you want
Gerrand to go ahead and
establish a legitimate business
which means evasion and
delay. - Whether you will
allow him to follow his
true inclinations and wait,
Macawber-like, for someone
to buy him out - or
- whether you will force him
to permit independent action
to be taken and negotiations
placed in the hands of some
representative of Mr. Edison
other than Gerrand, which is

be accomplished by Mr Edison taking the stand that his consent to the formation of a company could be obtained only by placing the negotiations in his hands. Then the negotiations would have to be carried through the various complications which would afterwards arise with Gouraud expounded by his vanity and greediness.

Altogether the prospects are not bright and we are between the devil and the deep sea.

I know that Mr



LONDON.
13 W.C.

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TELEGRAPHIC ADDRESS:
"METROPOLIS", LONDON

the only way that London Capital can be enlisted - I know nothing of other countries, but doubt if Gouraud could float an outside company in Europe unless he led off successfully here.

Of course this last alternative would not be plain sailing by any means. Gouraud would first have to be indyigated - which might

Edison wants Gouraud to go ahead and establish a legitimate business but I feel equally sure that a legitimate business will never be established by Gourauds. The Phonograph will only attain commercial success in Europe when it leaves his hands, and the question that presents itself to my mind as being the all important point for consideration, is What is the quickest way we can get it out of his hands?

My conclusion is that before anything is realized we must grin and bear it until in the course of events he is bought out - or we must force a sale on

17
and that our best
course would be to
await developments
until January and
if matters have not
improved, take definite
action ^{then} to place the
business in proper
hands.

John A. B. [Signature]



TELEGRAPHIC ADDRESS
"METROPOLIS" LONDON

LONDON.
W.C.
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the lines I have indicated.
Sir John Pender said
that if we intended
floating a company
it should not be delayed
beyond October next—
that it might be done
in February but delay
was dangerous. My
belief is that if the
proper men were
behind it it could
be floated as well
in February as in October.

manufacturing rights.
His idea was that
when it became necessary
for any Company to
have a factory of its
own, he would under-
-take to erect it: run
it for a period of
say five years and
then turn it over
on the basis of
earning capacity.

In talking with
you and I have
indicated that
Mr. Edison would

Alons. Eng.



TELEGRAPHIC ADDRESS,
"METROPOLITAN," LONDON

LONDON July 13/1889

My dear Insell:

The Sunday before
I sailed I had a
conversation with
Mr. Edison in regard
to the formation of
Companies abroad
and the question
of foreign manufacture
at which time he
gave me his views
as to how he
should retain the

9

only consent to the formation of Companies by including some arrangement whereby he ~~had~~ should retain absolute control of manufacture for a period of years, giving all the various reasons why this is necessary, that I need not repeat here and have told him of Mr. Edision's plan of establishing a Factory and giving the Company the right to buy it out at the end of a period of years by capitalizing the earnings.

He says he considers this an excellent idea and that it could be presented in the light of a positive advantage.



TELEGRAPHIC ADDRESS
"METROPOLIS," LONDON

LONDON, W.C.

188.

H

to any Company,
as it can.

I have not gone
into details - just
far enough to
make it clear to
him that the manufacture
must be left in
Mr. Edison's hands
which fact he
understands very
clearly. *Yours truly*

he is having made
a list of what he
requires now - which
will probably be
50 phonographs and
supplies - and you
can rest assured that
he will not ask
for a further ship-
ment for several
months, if he ever
does. He tells me that
he is going to set
up a lot of instruments
in his offices here
and commence the

Phos - Eng



TELEGRAPHIC ADDRESS:
"METROPOLE", LONDON

LONDON W.C. July 13/1889

My dear Samuel:

I was quite right,
in writing yesterday,
when I called Howard
order for a thousand
phonographs a blind.
He might just as
well have made the
order 10,000 or 50 -
It would amount to
exactly the same thing.
I have seen him
this morning and

3
education of experts for the
various countries under his
control; that he is writing
to ^{each of} the men who have applied
from these countries for
agencies to send over a
man to be instructed, saying
that in this way he will
secure a man naturally
adapted to the country in
which he is to work;
that through these agencies
he will lease machines
and that his contract with
these agents will provide
for the relinquishment of their
agencies upon the payment to
them of some definite consid-
eration yet to be determined
Should a company subsequently
be formed in their territory.

5
of his wishes. I know that what he desires is the commercial success of the photograph; that he desires to see a legitimate business established with as little delay as possible, and when I comment on Gouraud's proposition I do not wish to be understood as opposing this idea. If Gouraud were sincere it would be a different matter, but he makes these propositions simply to mislead and deceive



TELEGRAPHIC ADDRESS.
"METROPOLE", LONDON

LONDON.
W.C.

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4
You can size up this arrangement for what it is worth. To my mind it amounts to nothing and means delay, pain and simple. In writing you on these matters I am very anxious that Mr. Edison should not form the idea that I have lost sight

6

me in the belief that I will
mislead. Mr Edison as to
his real intentions. His agency
scheme, like his order for a
thousand Phonographs, is a
blind.

The Phonograph can
only attain commercial success
by reaching the public through
the medium of an efficient
organization. It cannot be
sent out haphazard - to
be misunderstood and eventually
thrown aside, but must be
properly and efficiently
introduced and maintained.
We are in a position to
insist upon such an
organization being perfected
by Gannard - he knows it
and is afraid of it - but
I look upon this power

the present situation.

The commercial success of the phonograph will never be seriously considered and worked out energetically until it leaves Howard's hands, and if we used the power which we hold over him excepting as I have said, as a means to a different ending, we would defeat



TELEGRAPHIC ADDRESS
"METROPOLE", LONDON

LONDON.

W.C.

188.

7
simply as a means to a different end - as a whip with which to beat him into line when it becomes necessary to use it, and in the interest of Mr Edison and the phonograph itself, it would be folly and worse than to take any other view of

7
the primary objects which we
seek to attain - there would
be no money in it for
Mr. Edison and the business
would be destroyed. With
the information I have given
you, and your knowledge of
Howard you are as capable
of interpreting this situation
as I am and it would
gratify ^{me} to know if your
conclusion differs from
mine. I learn this morning
that Howard is considering
bringing out a French
Company, or forming a
syndicate there after
Mr. Edison's visit to Paris
considering that that time

11
but I cannot discover
anything of a
definite nature. He
could not in any event
go very far in a
matter of this kind
without our knowing
of it.

W. G. A. M. E.



TELEGRAPHIC ADDRESS
"METROPOLIS" LONDON

LONDON.
W.C.

10

188

would be propitious.
He said that he had
had some correspondence
on the subject which
may or may not be
so. I cannot find
that he has opened
negotiations with any
one as to formation
of Companies - I mean
serious negotiations. He
may have sounded
different people in
an indirect way

2
to represent a syndicate
in an endeavor to
carry through a
negotiation they
would abandon it
as soon as the
negotiation failed
and would not
be such an important
commercial element
if we move without
the graphophone.

I have assumed
that they would
oppose us but I
am wondering now

5-17



TELEGRAPHIC ADDRESS,
"METROPOLIS," LONDON

LONDON July 23rd 1889

My dear Mr. Mull:

Do you know
that the Delignans
themselves own the
graphophone.

Young Seligman
told me they do,
but it is important
that we should
know positively.

If they have
simply undertaken

whether, if we kept quiet
for a while, the relations
of the Seligman Connection
to the Graphene would
undergo any change;
It might if they are acting
as Agents - It won't if
they represent themselves.

Let me know if
you can get any definite
information on this point

Yours
J. P. Morgan

Young Seligman and Moirant
have gone to Paris.

I have told Howard that
Moirant's representation



LONDON.
W.C.

133.

TELEGRAPHIC ADDRESS:
"METROPOL", LONDON.

of your negotiations
in New York ^{was} ~~there~~
nature. Had you
had so cable me
and that what you
did was to refer
them to Pourand
which is the latter's
present understanding
of the situation

Yours
J. M. G.

Olono - Eny
Form No. 1.

CABLE MESSAGE.

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blank provided by this Company for that purpose and be subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THEO. T. ECKERT, General Manager.

NORVIN GREEN, President.

| NUMBER | SENT BY | REC'D BY | No. OF WORDS | FROM |
|--------|---------|----------|--------------|------|
|--------|---------|----------|--------------|------|

| | | | | |
|---------|-----|----|--------|--|
| 519 3/4 | Lat | 43 | London | |
|---------|-----|----|--------|--|

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York.

24 July

1889

To Russell
My
order thousand machines means nothing.
will probably order fifty delivered now and delay
balance indefinitely. has absolutely no organization to
market instruments, mailed yesterday final report on
situation communicate with him only through me important

Lat

Phone - Eng.

EDISON LABORATORY.

TELEGRAM.

July 25 18

From London

To Russell New York

Just received written order from Gourant
fifty machines saying expect repeat the same
monthly but ^{each} orders stand on ^{own} merits ~~the~~
payment to be made monthly for previous deliveries
sixty day draft which I have refused to will send
orders ^{detain} ~~to~~ when ^{it} ~~the~~ agree payment New York, States

EDISON LABORATORY.

TELEGRAM.

From

2

To
has decided ~~not~~ perfect agencies organization
cant use many machines until this account
kites this policy insincere has no money cant
get any for agency business orders to the number
of one thousand given before my coming ~~known~~
expecting would conceal real intentions which ^{to} delay

EDISON LABORATORY.
TELEGRAM.

From

3

To
Pending sale or alliance, opposition to form company
for both interest. I am advised Benders self
Anderson Reynolds and others, however can do nothing
hard on money market account of personal distrust
better wait ^{all} ~~all~~ my report ^{up} ~~up~~ the 23rd before
advising will lose nothing by delay however -

EDISON LABORATORY.
TELEGRAM.

From

4.

To
seems leonary concession will
confirm

Safe.

54

EDISON LABORATORY.

TELEGRAM.

July 25 1879

From London

To Insull A.M.

Seligmann has renewed negotiations with Gouraud, my former interpretation appears wrong gave them every opportunity. Explain to me personally but they appear convinced Insull's price covered both interest state they are buying. fit price with Gouraud of which your pro-

EDISON LABORATORY.

TELEGRAM.

18

From

To

portion will be one third have you any other understanding with ~~Gouraud~~ Seligmann New York otherwise cant comprehend their construction Insull's offer

5:15 P.M.
26th

Sat.

[PHOTOCOPY]

New York, July 25th, 1899.

Tate,
Hotel Metropole,
London.

Seligman's people here understand Insull's figure only covered Edison's interest. If their London agents say otherwise their statements false. Have cabled you Edison refused dealings with Seligman's here referring them absolutely to Gouraud. Gouraud his written order for fifty machines. We have his order for thousand machines. We will accept nothing less until this filled. Shall not ship any until New York credit arranged.

Return
Thom
Whe

Consideration through Gouraud for original contract his financing business. Must ~~xxxxxx~~ insist on cash basis. No letters yet arrived. Put name of steamer on envelop in future.

Insull.

-----00000-----

5-14

Hotel Metropole

[illegible]

most direct inquiry and
the bare ideas here, which
is not sufficient preference
to what I have to say, as
the information and opinions
which I had received from
L. H. B. and others, including
H. B. and others, with regard
to the same, were such
that I was forced to believe;
that the same was not to be
the same as the others, but
that it was a different
fact, that I had heard
of the same, and I was
not to be deceived by
any attempt to bring out
the fact that he has no friends
among the Underwriters
and has himself said, and
shown by his actions that
he cannot look for success
in this direction is evidence
which I consider fully justifies
the opinion which I have
formed as to the way of

Should I shake the business
the outline of your ad-
proposed agency plan
is supposed to show you
that he has not in fact
received a dollar in
the business. Furthermore
and for the ready hand
reason that he has not
got a dollar to connect
an addition to this he is
not in a position to
to handle such a business
and such a police officer
out of his mind. He is
at least in my opinion
in the position of
concern. He has not
any means which he has
possession for establishing
a police is the result
of the pressure which we
have brought to bear
upon him with respect

to ordering machines. He
could not buy these himself.
So he worked out a scheme
to make someone else
purchase them and give
the impression at the same
time that he meant to do
real business. The whole
thing is a sham.

Now listen to my dope.
The trump card which we
hold is our right to make
Edward do an agency
business and cover his
territory within a certain
period to prevent its
reversion to Edison.
Gouanda has several
months ahead of him
in which to save his
territory. If we bring
pressure to bear upon
him at the present time


he will simply go to the water
and cover the ground. not
efficiently. I don't see a way to
negotiate with him. It seems to
me an organization with just as
an idea to it and following
it out through all its possibilities
it may become a very great
spend unless we want to go
when we desire to dispose of
the business in a different manner.
My belief is that we should
avoid pressing him at the
present time. In short that
he should adopt tactics
just the opposite to those we
have been employing and
if it can be done with
safety go a little further
and block him - Hold
him back as far as we
can so that his territory
may be left open to as
great an extent as possible
and then when we reach
a point where he can't save

himself, finding it hard to hear a person
also possible pressure in with that
idea of getting up the box used in
intermittent, shade. I am sure
here that I have before told
you that Mr. Edison can
conceive of a new way to speak
and in that way, in a short
space of time, other medium
than electricity, but as the
present state of science is
impracticable to use in the
large scale of work, the idea of
overcoming of this enormous
difficulty and in a practical nature.
He needs of financial aid, not a
hole and he is able to bargain
for getting into a new kind
he shows him the hole and
deep is possible. It would
be much easier for Mr. Edison
to form a syndicate to buy
your aid out (and himself also)
than for you and to form
one to buy out Mr. Edison,
in addition to which, in the

former cases Mr. Eklund would
not have to risk the passage
of his correspondence through
your public sticky hands.

There is nothing to show
other than this fact to
follow. You had leaded
not a very difficult task
at present as she has not
initiated any negotiations.
I learned yesterday
that some months since
Panama had Panama Gordon
of Panama Gordon & Co. Street
here. The apartment Ave. I
went to see the photographs
and Gordon's manager
said that these were the
people through whom
Gordon would try to
exploit a company.
Now investigating Panama
Gordon and will report
by Wednesday mail.

Perhaps your assistant

Mr. Butler knows that
All have said with
showing that impudently
no that Mr. Edison's
and the most worthy and
in the commercial success
of the photographic Europe
by assuming a positive
attitude towards persons
at present waiting for the
spring to carry out their
appreciable policies


Phono - E

Telegrams and Cables.
"PHONOGRAPH, LONDON."

Telephone
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Sample print

29th July 1889.

Chas R. Batchelor Esq.,
Phonograph Works,
Orange
N. J.

Dear Mr Batchelor-

We have been corresponding with the N. A. Phono Co in regard to certain accessories for Phonographs . We wish to make a good start here by having everything in the way of fittings of the best character and are therefore anxious to get into the right market for them. We understand from The N. A. P. Co that you are making a table for combination with the typewriter and Phono and shall be glad if you will let us know what you purpose turning out so that, if possible we may draw as many supplies from one source as we can.

We have made several combinations here but they are all based on the idea of the Phonograph being covered in on the top of the table itself ,and not sink as in the case of the N. A. P. Co.

Any information and data you can give us will be much appreciated by
Yours faithfully
Edison's Phonograph Co
J. Lewis Young,
Gen'l Manager.

SPOKEN INTO EDISON'S PHONOGRAPH
BY J. L. YOUNG
WRITTEN BY J. L. YOUNG
JULY 13 1889

J. Lewis Young

[PHOTOCOPY]

[TO SAMUEL INSULL]

-----00000-----

London, July 26, 1888.

You mislead me advising Gillians party sailed on Serbia.
They reached Havre 21st la Bretagne. Saligman's representatives
went Paris about same time. Am going to Paris end of week to get
on track and arrange for information. Will advise before leaving.
Cable credit to-day. Tate.

-----00000-----

[PHOTOCOPY]

London, July 31, 1880.

Goursaud will take fifty machines account of order for thousand
and arrange payment New York. As obtaining written confirmation.

This is best can do.

Tate.

-----oo000-----

Phone Wks

Tate,

Hotel Metropole,

London.

You must not accept Goursaud's variation of order. Will not
ship any until payment is arranged. Insull.

all 5

-----oo000-----

Plano - Eng

Blank No. 11.

CABLE MESSAGES.

The Western Union Telegraph Co.

All messages destined for points beyond the United States, via the Atlantic Cable and the Cable to Cuba, which are received by this Company for transmission, will be so received and sent forward over its lines to the terminus thereof, and there delivered to the next connecting Telegraph Company, only on the terms and conditions printed on the back hereof.

THOS. T. LOKERT, Genl Manager.

NORVIN GREEN, President.

July 31. 1889

Send the following Message, subject to terms and conditions printed on the back hereof, which are agreed to.

To: Late. Hotel Metropole
London.

You must not accept disclose variation
of order thousand machines. Will
not ship any until payment for all
is arranged. ~~Why don't you follow~~
~~instructions. Ask disclose why he~~
~~ordered thousand when he only~~
~~wanted fifty.~~

Received
19 Dec 86

Samuel Insull
SAMUEL INSULL.

44 WALL STREET,

New York, AUGUST 7, 18

My Dear Tate:

I have carefully read all your letters of the 22nd, 23rd and 27th. What you have told me about Gouraud is of course old so far as I am concerned, and does not in any way surprise me. Your investigations simply confirm, and prove as correct, my prognostications with relation to the illustrious Colonel.

There is very little that I need comment on in your letters, except your suggestion as to leaving Gouraud alone until the early part of next year. It occurs to me that there is one point you have overlooked: If we leave him alone and allow things to drift until January next, the Graphophone people will have formed and floated the European Company. Moreover, they will have obtained the money necessary for pushing their business, and our chances of getting a big price out of them will be less than if we deal with them now. You must remember that whilst it is still uncertain as to whether they can float successfully a Company, they will be inclined to pay us a much better price than if we wait until such time as their Company has been floated and they have their capital in their treasury. I might enlarge on this point for a week, but I would be unable to add anything further. The Graphophone people to-day are undoubtedly scared since we broke off

connection with the Seligmans. They have sent several people to us, notably Mr. Haynes, about whom Mr. Edison can tell you, and I am confident that within the next few days this gentleman will again turn up, and will, in all probability, bring with him a Mr. Dos Passos, who is, I believe, the Attorney for the Seligmans in connection with this matter. Probably by the time you receive this letter I shall be again cabling you on this subject. Do not imagine when I do so that I am negotiating with the Seligmans. I shall do absolutely nothing unless they come to me. I had a long conversation with Mr. Edison the night before he left, and he and myself had an absolute understanding as to how to deal with anything that might turn up from the "Children of Israel." Should any attempt be made by the Graphophone people to float a Company in London before they settle with us, not a moment should be lost by Mr. Edison in acquainting the English public with the fact that the Graphophone is by no means the Phonograph; and I am confident that if English capitalists understand that if they go into the Graphophone Company separate from the Phonograph, they will have on their hands a big commercial fight, they will hesitate, and I believe refuse to put money into the Graphophone until Mr. Edison and the Phonograph has been dealt with. I don't think it will be best therefore to sit quietly down. I know that the real negotiations for the sale of the Phonograph to the "People of the Promised Land" (the Seligmans here) will have to take place here.

-3-

The course I have pursued with relation to the order for one thousand (1,000) instruments is owing to the fact that we do not want to give Mr. Couraud an opportunity to crawl out of his order for the 1,000 instruments. On the other hand, we do not want to put Couraud in the position of claiming that we have thrown obstacles in his way of obtaining Phonographs. If he is able to claim this he may be able to use it as a means of getting an extension of his contract, which, after all, is only an option contract, subject to his taking a certain number of instruments in a given time. This phase of the matter has only occurred to me whilst dictating this letter.

I am leaving to-night for about five days' vacation, feeling very much used up owing to the extreme close attention I have had to give to business for the past year. Major Eaton is going away with me, and I shall consult him as to the legal aspect of this matter.

I wish you would show Mr. Edison the above. I am dictating this letter to Mr. Dutler on the Albany night boat, as I have been compelled to take him as far as Albany with me in order to finish up my work before going away. You will therefore excuse my not signing it.

Yours truly,

Saml. M. Ball
By Thomas D. Butler.

P.S.-

Please make a special point of getting Mr. Edison to reply to any letters or cables from me the moment they are received.

Form No. 2.
22M-10-1-89.

COMPAGNIE FRANÇAISE DU TÉLÉGRAPHE DE PARIS À NEW YORK

(FRENCH ATLANTIC CABLE CO.)

Messages Forwarded to all parts of the World.

PRINCIPAL OFFICES:
NEW YORK, 34 Broad Street,
1 Mercer Street,
11 East 14th Street.
TELEPHONE No. 809 John.

LONDON, 24 Royal Exchange, E. C.
PARIS, 83 rue de Chateaudun.
DIREKT, 30 Rue St. Yves.

Connecting with all FOREIGN TELEGRAPH Administrations.

No. 87

Date, AUG 10 1889

No. of Words 22

The following message is received via French Cable at Paris subject to the terms and conditions printed on the back of which are ratified and agreed to.

From Paris
Eruption
accept
disclose
will
after

To: Chaulle my
July
absolutely
nothing from
dissem
signature
general
fully
Tuesday
5 a.m.
late

[PHOTOCOPY]

[TO SAMUEL INSULL]

Paris, August 16, 1889.

First interview yesterday between Gouraud, T. A. Edison and Seligman's agents. Discussed bringing out Company for joint interests. Could not agree on division of amount to be paid Vendors. T. A. Edison suggests proportions sixty and forty, our favor. Seligman's men said could only submit to their principal's proposition for equal division. Gouraud and Edison refused and interview ended.

Tate.

phone - 574

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.

EDISON HOUSE "B" NORTHUMBERLAND AVENUE,
LONDON.

Without Advice Note or Invoice. Please note that the above is for the Edison House "B" Northumberland Avenue, London.

19th August 1899.

The present shipment is the most complete to be made since the last one. It is as soon as possible to be made. We are glad to hear that you are satisfied with the various articles of Holland and Norway.

The roll top to the electric machine looks nice and the Edison Phonograph Works. The roll top to the electric machine looks nice and the Edison Phonograph Works.

Let us have as soon as you can. We are glad to hear that you are satisfied with the various articles of Holland and Norway.

Dear Sir -

We have received the shipment from Ravensheugh at last. The delay in receiving these goods has caused a very great inconvenience and annoyance to Mr Menteire e Souza, and if you did not intentionally ship them by the longest route, I shall be glad to hear from you with inquiries and censure those in fault.

Many of the articles were broken. 5 of the Edison glass jars and a great many porcelain tops. Will you make up this deficiency in your next shipment and state if the goods were sent at owner risk.

We are anxiously expecting the 50 machines on order and shall

hope to have advice of them very shortly. Please note that the last lot of goods were received without Advise Note or invoice. One or both of these should precede the shipment in order that we may check the consignment.

The present shipment seemed to be most complete and we shall be glad if you can repeat it as soon as possible so that we may send the various articles to Holland or Norway.

The roll top to the treadle machine looks nice but the hinges are very flimsy and the strain is very great. You may not improve this.

Let us have a line as soon as you can say how things are progressing, and send us anything new in the way of accessories.

Faithfully yours, Dear Sir-

We have received the goods and are very glad to receive them. I shall be glad to ship them by the longest route, I shall be glad to ship them by the longest route, I shall be glad to ship them by the longest route.

Paris. Many of the articles were broken. I of the Edison glass jars and a great many porcelain tops. Will you make up this bill check in your next shipment and state if the goods were sent at owner risk.

We are anxiously expecting the 50 machines on order and shall

[PHOTOCOPY]

[TO SAMUEL INSULL]

Paris, August 18, 1889.

Seligman's agents state are authorized negotiate only for
such out-right purchase. Gouraud and Edison refuse this basis.

Tate.

[COPY FOLLOWS]

Envoi

Indications conventionnelles.

| | | | |
|----------------------------|----|--------------------------|----|
| Avis télégraphique..... | AV | Accusé de réception..... | CR |
| Réponse payée..... | RP | Télégramme recommandé... | TR |
| Télégramme collationné.... | TC | Télégramme à suivre... | FS |

Dans les dépêches imprimées en caractères romains par l'appareil télégraphique, le premier nombre qui figure après le nom du lieu d'origine est un numéro d'ordre, le second indique le nombre des mots taxés, les autres désignent la date et l'heure de dépôt.

L'État n'est tenu à aucune responsabilité à raison du service de la correspondance privée par le voie télégraphique (Loi du 29 novembre 1850, art. 6.)

Pour _____ de _____ N° _____ Mots _____ Dépôt le _____ à _____ h. _____ m. a.

PARIS DE NEWYORK 149 52 VBRANGLOR

CAN PROBABLY PLACE PHONOGRAPH FOR CENTRAL AND SOUTH AMERICA HERE GET TERMS AND SIXTY DAYS OPTION. TELL EDISON SELIGMANS SINGAPORE BY FRENCH STEAMER LAST SATURDAY 24 TO DEAL WITH EUROPEAN PHONOGRAPH - INSURE

101

[PHOTOCOPY]

[COPY]

August 31, 1889.

7.08 Kate,
care Newark,
Paris.

Can probably place phonograph for Central and South America
here. Get terms and sixty day option. Tell Edison Seligmann
sent Despasos by French Steamer last Saturday 24th to deal with
European phonograph.

Isull.

Form No. 2.

60 M=10+1=11.

(FRENCH ATLANTIC CABLE CO.)

PRINCIPAL OFFICERS

LONDON.

24 Royal Exchange, E. C.

PARIS.

53 bis Rue de Chatouaunay.

98. True or False

Date: **AUG 31 1939**

No. of Birds

From

The following message is received via French Cable at 11/8/22 subject to the terms and conditions printed on the back of the card which are ratified and agreed to.

Te

We have had enough
of Chilean experience
Edison

No inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

Phono. Eng.

Copy Letter.

Paris, 3rd September 1899.

Colonel G.E. Gouraud,
London.

My Dear Sir,

I beg to acknowledge receipt of your letter 26th inst: asking me to inform you as to the maximum prices at which we will bill Phonographs and supplies to you pending the determination of definite prices later on, and have to say in reply that we can make with you an arrangement similar to that which we have carried into effect with the North American Phonograph Co:

Without prejudice to the prices which are to be based upon actual costs incurred in the manufacture of three thousand machines, and for the purpose of facilitating business, we have made an invoice price for the different types of Phonographs the details of which I give you below:-

Motor Phonograph.-----Invoice Price \$45- *145/-*

This price, forty five dollars includes one cell of old battery. As we do not use this battery now, the above price will be reduced by about three dollars. (\$3).

Motor Phonograph For Electric Light Circuit. Invoice
Price \$50.

Treadle Phonograph.-----Invoice Price \$45.

-2-

Battery,-----Four Cells,----- List Price---\$18.
Net Price,---\$16.

In a short time we expect to be able to reduce the price of this Battery.

All these prices are for machines and batteries in the factory at Orange N.J. and do not include charges for packing.

Royalty.

The quotations of invoice prices made herein do not include the percentages which I am entitled to receive from you as royalty under my agreement with yourself. These percentages will be added to the prices named when goods are being billed to you.

I am unable at distance to quote prices on parts; all such details you must obtain from America.

I do not understand your reference to an order for fifty Phonographs. I know of only one order that has been received from you which was for a thousand machines, and the Edison Phonograph Works is expecting you from day to day to arrange the details of this order so that they may commence its fulfillment.

Yours truly.

(Signed) Thom: A. Edison.

TELEPHONE,
No. 3,200.

Private Letters
to be so marked

J. C. English Esq.,

~~Orange N J~~

Dear Sir-

We should like to know the maximum prices of the various machines you are turning out as at present we are only in possession

Telephone
No. 3500

Edison Phonograph and Gramophone
London

EDISON'S PHONOGRAPH CO.
Edison House "B", Lombard Street, Finsbury,
LONDON, E.C. 4.
approximate prices . . .



Are you sending us any more machines?

it will be better to pack the machines so that they can be taken
out and set up immediately. We think that they should be packed
complete as are the Type-writers that come to this country.

We shall also be glad to have samples of the new mailing
grams and boxes.

J. C. English Esq.,

Faithfully yours,
Edison Phonograph and Gramophone Co.

W. C. W.
Gen'l Manager.

Dear Sir,

How many Phonographs per week can you supply for Europe?

We shall hope you will keep us in constant with all that is
the Phonograph manufacturing business, and let us have samples of all
accessories that you may adopt from time to time.
The writer has seen Mr. Edison in Paris and he was told that
application was to be made direct to you for the prices of the
parts that may be required to be renewed through wear or damage. Will
you please send us full particulars of each item so that we may know
how to charge them out to our agents.

We should like to know the maximum prices of the various
machines you are turning out as at present we are only in possession

Phono. Eng.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

4th September 1889.

File this

T. A. Edison Esq.,
Hotel du Rhin,
Place Vendôme,
Paris.

Dear Edison-

I have several proposals for South America which are under consideration and therefore am not free at the moment to make any proposal to fresh parties, but would, of course, consider any proposal from them to me. You had better so cable them and instructing them to appoint someone to negotiate personally here which they can easily do and if they mean business will do. I have two or three negotiations on here with parties who have acted upon a similar suggestion. The difficulties are great enough in dealing face to face.

I shall close up several things in a very short time after having your reply as to prices and possible quantities.

Faithfully yours,

G. E. Gouraud.

S-M

Form No. 8

TRANS-ATLANTIC

No. Message.

No. Message, 106

No. of Words.



CABLEGRAM.

OFFICERS:

NEW YORK, 1 Broad St., (Oran Building)
 " Stock Exchange.
 " "Herald" Building.
 " 9 Beaver Street.
 " 442 Broome Street.
 " 30 Union Square.
 Hoffman House.
BOSTON, 77 Milk Street.
 101 State Street.

SEP 5 1889

The following ~~CABLEGRAM~~ received, "Via Commercial Cables," at 6:30 P.M.
subject to the terms and conditions printed on the back hereof, which are ratified and agreed to.

From

To

In all my
Statement absolutely
false believe nothing
you hear mailing
full report
Saturday

Gate

No Inquiry respecting this Message can be attended to without the production of this paper. Repetitions of doubtful words should be obtained through the Company's offices, and not by direct application to the sender.

S-09

RECEIVED
SEP 21 1899

Paris Sep 18/99

My dear Israel^{and} 180

Your telegram in regard to Gouraud having captured Edison and my having assisted the former, did not surprise me for there is no doubt whatever in my mind as to the source from whence this story sprang.

When Moriarity first came over here to negotiate with Gouraud he had a first class case and, had he been a capable man, could have presented a strong front without resorting to questionable methods. His first act was to unload himself of a pack of lies which were so palpably false that Gouraud at once became suspicious - Moriarity kept right on piling up his absurd statements, and later on was ably seconded by young Seligman. I could fill a book with these fairy-tales - Here

are a few of them :- They said that their syndicate owned a new graphophone entirely different from the one in use in the U.S. and far superior to the latter, which the American graphophone people did not use as they had no right to it; that they could market it for £20; that it was so far superior to the phonograph they would not use the phonograph in Europe even if they bought the rights to it; that Lippincott told them there were five graphophones in use in the U.S. to one phonograph; that Mr. Edison told Jesse Seligman he (Edison) had no confidence in the commercial success of the phonograph &c &c ad infinitum - a lot of damned rot which was absolutely unnecessary and impeded Bourard with the idea that their real position must have been very weak to require so much bolstering. I have

never seen such a display of bad judgement. They did everything they possibly could to place Mr. Edison and myself in a position where we could render them no assistance - in fact they tried to fix both Edison and Gouraud at the same time.

Then I was here alone I did my best to keep from being placed in a position where it would be necessary for me to contradict anything they said - and as you know I took the stand that as they had already established relations with Mr. Edison in New York it was unnecessary for me to interfere. In this way I assisted them. I even went further and gave Moricity and young Seligman an opportunity of knowing that I was personally aware of the absolute falsity of some of their statements and that they were weakening their case -

but it was no use - they seemed to have the idea that if they could only manufacture a sufficient number of lies, no matter how absurd, they would succeed. They actually, had the gall, in a private interview with me, to try and shove these down my throat. Young Seligman forgetting I was present at the time, swore and swore again that you offered to sell the Combined interests of Edison and Grams for \$600,000⁰⁰. I asked him if his father had the same understanding and he said yes. I asked him if he could not be mistaken as to the understanding of his father - and he said he was in perfect accord with him in every way. Well they bulled right ahead cutting off their noses and finally sat down to await Mr. Edison's arrival.

Then an interview occurred between these bright Negotiators, Grams

and Edison I did think they would have sense enough to drop lying and discuss real business - not that they stood the ghost of a show of buying outright the phonograph patents - they knew that goose long before Edison got here - but because it ought to have been plain to them first, that Edison would appear before Gouraud as either a knave or a fool unless he contradicted them and second: in placing themselves in the position of having their statements questioned and disproved by Edison, they weakened themselves in Gouraud's estimation still further.

But apparently this never occurred to them. They ploughed right along in the same old rut. If ~~the~~ Edison had assisted them in the spirit they manifest he would have simply said "Here Gouraud, I've been lying to you

"right along about this phonograph
 "business - Its no good - an
 "absolute dead failure in the
 "United States; we have not
 "manufactured 300 phonographs;
 "we'd better sell out for anything
 "we can get."

Mr Edison ignored
 their lies as far as he possibly
 could and did everything in
 his power to steer them
 into real business. The
 proposition for an amalgamation
 on a basis of division - phonograph 60
 and graphophone 40 - was made to
 them finally, and they pronounced
 it so absurd that it was not
 worth while cabling over to their
 principals - and there the interview
 ended as I cabled you at the
 time.

They did cable to their people
 however, as in a few days they
 informed us they could negotiate
 only for an outright purchase.
 This is where the matter stands

now. Gouraud returned to London a week ago and to my knowledge nothing new has transpired since. They have failed in their undertaking and are evidently trying to make their principals believe that Mr Edison and myself are responsible for the failure - whereas it would have been a miracle had they succeeded. You can rest absolutely assured that there was not one stumbling block set in their way by Mr Edison or by me - in fact they set up so many for themselves that it would have been next to impossible for anyone else to wedge one in between.

Before Mr Edison had any discussion with Gouraud about the Phonograph business, I explained fully to the former all I had

done and discovered, also what my views were - and are - as to

the course we should pursue. Both yourself and Mr. Edison believe that Gouraud should go ahead and establish an Agency business. I have fear that Gouraud, for want of money to conduct such a business would injure the commercial success of the machine.

In your letter to me under date Aug. 7th you say with regard to Gouraud's contract that it is "only an option contract, subject to his taking a certain number of instruments in a given time"

While this is quite true, it is very little protection to us. The provision you refer to reads thus:-

Sixth
"Should within the first
" year after the expiration of
" one year from the time

9

"when the said Edison has shipped
and is able to supply for sale
commercially the articles covered
by this agreement x x x the royalties
received by the said Edison x x amount
to less than the total sum of
"Ten Thousand Dollars"

You will remember that by
a cablegram, and by letter, we
fixed this date. I think in
May last. You are now only
to pay \$10,000 within two
years from that time.

There is a point here I want
to mention. Mr Edison says that
the copy of the Gouard contract
which I have, and which I got
from Eaton, is not the one
he signed. That the real contract
provides for the sale of a
certain number of instruments.

I have taken an order from
Mr Edison on Gouard, for
the latter's copy of this agreement
beginning Mr Edison's signature.
I go to London on Tuesday
and will advise you if Mr Edison

is right. I fear that in any event we will find our guarantee in this respect to be of very little use for a long time.

After I had thoroughly explained everything to Mr. Edison ^{he} had ~~had~~ a number of discussions with Gouraud and the latter is convinced that he must do something in this way of initiating an Agency business. He went to London for the purpose of commencing his preliminary work. I am going to London Tuesday to see what he is doing and will write you fully from there.

He is squirming terribly about that order for a thousand machines and you won't hear from it till I get to London.

The great hole which we have on Gouraud is the obligation which he is under to have an actual agent in every country within one year from the date fixed by us

11

engage exclusively in the
sale of Phonographs.
I was unable to start
this letter in time for
this mail.

I'll write you again
as soon as I hear and see
something of Gourauds present
work.

The Gilliland crowd passed
through here a few days ago
and have been in London.
I think they are still there.

Yours
W. H. C.

1/2 hour - Eng
TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,

LONDON, 7th September, 1888.
W.C.



T.A. Edison Esqr.,
Hotel du Rhin,
Paris.

Dear Edison:-

The British Association meetings commence next Wednesday and last for a week. I have received several very pressing invitations from the Committee to attend and give particulars of the latest developments of the Phonograph. I am not certain if I can do so, in view of my engagements here, as I am up to my eyes in several important negotiations, but if I should manage to run down for a day or two I should very much like to take with me as the greatest novelty in connection with the Phonograph, the small Phonograph which you brought over with you. If therefore you will kindly lend it to me for that purpose, please send it with any one who is coming this way as soon as possible, and I will return it to you, or make such disposition of it as you may desire.

Yours sincerely

G.E. Gouraud.

P.S.

I have no reply to my letter about prices, but presume you are cabling to the factory about particulars. I am anxious to hear from you for the reason that I have to fix the price for 2,000 Phonographs, for which I have an offer from a large advertising firm, who propose a use for them which seems in every way advantageous.

Phone 5-1
The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | |
|-----------|-----------------------------------|
| NEW YORK | Options, 40 Broadway & 51 New St. |
| " | 444 Broome Street |
| BOSTON | Post Office Building |
| HALIFAX | Queen Buildings, Hollis St. |
| LONDON | 34 Throgmorton Street |
| LIVERPOOL | D 6, Exchange Buildings |

CABLE OFFICE
 40 Broadway
 NEW YORK
 SEP 9 1899

No. 44 51
 No. of Words 53

The following **CABLEGRAM** received "VIA DIRECT CABLE" at 2.30 P.M.

From Paris To Insul N.Y.
Gouand writes *satisfactory Confirmation
order thousand machines wants
hundred immediately when can you ship
then balance twentyfive weekly may
want additional hundred shipped south
america this week can you furnish
these payment Drexel Morgan against
invoices bills lading see his original
order for proportions motor hearle

No Inquiry respecting this Message can be attended to without the production of this Paper.

Indications de service.

Paris - Eng

Le port est gratuit.
Le facteur doit remettre un récépissé à souche, lorsqu'il est chargé de recevoir une taxe.

0994
Télégramme.
EDISON, CARE DREXEL PARIS.
Don
nombre de
le nombre de
premier
il indique
SEPT 2 1899
L'Etat n'est tenu à aucune responsabilité du service de la correspondance prise par la voie télégraphique. (Loi du 29 novembre 1850, art. 6.)

N°

Timbre à date.



Pour PARIS DE NEWYORK N° 0994 Dépôt le 2 à h.

CAN SHIP TWO HUNDRED MACHINES IMMEDIATELY TWENTY FIVE WEEKLY
HEREAFTER DREXELS HAVE NO CREDIT YET EXCEPT TWENTY FIVE HUNDRED DOLLARS
PLEASE DONT INSTRUCT ME TO SHIP UNTIL GOURAUD HAS ARRANGED CREDIT
HERE TOTAL ORDER INSULL =

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
SV. 9A

My Dear Eric

My dissipated and
unqualified opinion
is that we had better
not split hairs with
the Peligman crowd
but close the Union
we last discussed at
the earliest possible
moment even if they
won't agree to any less

(A) sent to the
 HON. J. M. McKim
 12

My dear Mr. McKim
 I have just received
 your letter of the 10th
 and am glad to hear
 that you are so well
 and hope you are
 enjoying the winter
 at your home in
 the country. I am
 very sorry to hear
 that you are so
 busy and hope you
 will find time to
 write to me soon.

Then 50 + 50.
 They will no doubt agree
 to that & I would just
 try "splitting the dif-
 ference" of the 10%
 giving them 45- or
 taking 55- but if I
 become satisfied that
 it can only be only
 on the half & half
 basis then I want
 you to let me do it.
 You may rely on my

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

on
my making the very
best terms I can, &
that can be made,
as my interests are
identical with your
own. I would say so
work it as to get
them to propose if
possible "splitting the
difference" - but if they

very different from
the terms I can
offer you I will
be glad to accept
of the best terms
I can make, but
I cannot be asked
to make a concession
which would be
to my disadvantage
I am, Sir, very
truly yours,
J. H. P.

I have been thinking
 about you very much
 lately. I hope you
 are well and happy.
 I am still the same,
 but I feel a little
 older now. I wish
 to hear from you soon.
 Love,
 John

won't propose it - I
will then propose it
subject to y^r app^l.
You should reply
that you do not
approve it, but that
you cannot be bothered
with these negotiations
& that you will agree
to what I agree to.
This of course I must
hardly say I will
make the best use of.

The following is a list of
 the names of the persons
 who have been
 appointed to the
 various offices of the
 County of
 the State of
 New York
 for the year
 1888.

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

I shall not consent
to any thing less
than 33 to 45 until
I am thoroughly satis-
fied that it is
popular. If we
combine we get bring
out a big company
in October without any
opposition & make

2-1

(A) result of 1912
 .SUNREVA CHAIGERREKUTCUH
 .KCHHO-1
 W.2

the new the state C
 and into the
 it was to the state
 I am thinking of
 of the state of
 state of the
 commission of the
 one of the
 in the state of
 the state of

more money in the
 West & South States
 we will make in
 ten years in the face
 of their opposition
 with ~~light~~ litigation.
 for we must not
 forget that even tho'
 we do not try to
 float a Phonograph
 Co. alone because of
 the intimidation they

THE
NATIONAL TELEPHONE
EXCHANGE COMPANY
NEW YORK
N.Y.

The
National Telephone
Exchange Company
New York
N.Y.
is
not
a
party
to
the
present
dispute
between
you
and
the
Bell
Telephone
Company
and
therefore
has
no
interest
in
the
outcome
of
the
same.

prior patents. Just
as was successfully
done by the United
Telephone company -

It would not help
us greatly even if we
were to advertise that
we would "guarantee
any one against action
for infringement" -

That I don't suppose
you would care to do
any more than I wd

The fact of amalgam-
 making in U.S. & the
 10% Royalty paid by
 N.A. Phon. Co. for
 rights - would be
 unreasonable to all
 practical purpose.
 I have come to the
 above conclusions with
 great reluctance I
 assume you - but I have

EDISON HOUSE (A)
 NORTHUMBERLAND AVENUE,
 LONDON,
 S.W.

The fact of amalgam-
 making in U.S. & the
 10% Royalty paid by
 N.A. Phon. Co. for
 rights - would be
 unreasonable to all
 practical purpose.
 I have come to the
 above conclusions with
 great reluctance I
 assume you - but I have

121
(A) EXCISE
MUNICIPALITY
MUNICIPALITY
MUNICIPALITY

No doubt left that
if we have been to
drive Equally -
"Unfair" as it is,
be we will all make
far more in every
way - reputation
undoubtedly than if
we fight for such
a domestic difference.
So pray leave the
decision with me. +
work simply - Government
"Yes" + I will act.

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

6
both carefully &
promptly - We
have a meeting
to-morrow -

Yrs G. E. G.

[PHOTOCOPY]

Inquill.

Paris September 9, 1889.

Has Seligman formed Company America or here. Bureau says
parties negotiating for South America. Wants your
people to appoint representative in London. Tate.

Indications de service.

5-11

Le port est gratuit.
Le facteur doit remettre un récépissé à souche lorsqu'il est chargé de recevoir une lettre.

ohé **Télégramme.** *globe*

nom.

le nombre.

EDISON CARE DREXEL PARIS

au

quelque

L'État s'est réservé le droit de modifier les tarifs et les conditions de service.
La voie télégraphique (loi du 29 novembre 1880, art. 6.)

N°



Pour _____ de _____ N° _____ Mots _____ Dépôt le _____, à _____ h. _____ m. du _____

P DE NEVYCRK 206 27 VBRANGL +

- PLEASE DONT NEGOTIATE ON ENGLISH B. SHARES UNTIL YOU GET HOME THINK
YOU CAN REALIZE BETTER ON PLAN I AM VVORKING UP + INSULL

TELEPHONE AND CABLE.
"PHONOGRAPH, LONDON."

TELEPHONE
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,

LONDON, 10th September, 1889.
W.C.

Private Letters
to be so marked.

Dear Mr Batchelor:-

I beg to hand you by Colonel Gouraud's instructions, copies of letters which we have recently addressed to Mr Edison in regard to the delivery of machines etc.

We are very glad to tell you that your mailing gram arrived in splendid condition. It was a great success and has been repeated many times. It will now be shown as a curiosity. We shall be glad to have some more of them, and in fact samples of everything that you are using in America in the business, including the cabinets, which we hope for the sake of the cost of carriage - which is an item we must now have in view of the large order we have placed with you - will be packed as closely as possible. We understand from the remarks in the Inspector's Handbook that you that you have now got at the best way of packing, but when we tell you that the last four Phonographs received were packed in 13 cases, you will appreciate our desire to have things well, and at the same time, closely packed.

As regards shipments we would like to get on to some line that would bring goods direct to London at a very low rate. We think the National line would be a good one, and shall be glad to hear that you have made enquiries. The grams you last sent us worked out for carriage alone over 4 cents each, which of course for practical business purposes would be a great drawback on their sale.

Faith fully yours

J. Lewis Young.

C. B. Batchelor Esqr.,
Edison's Phonograph Works,
Orange,
New Jersey,
U.S.A.

[ENCLOSURE]

Copy letter from Colonel Gouraud to Mr Edison.

7th September, 1899.

Dear Sir:-

I have only today received your letter dated Sept. 1st the 3rd, in reply to mine to you written by Mr. Young in Paris on the 26th. I cannot account for this delay as I destroyed the envelope without noticing the post-mark. If I had received this letter in the ordinary course, my letter to you of the 4th that would obviously have been somewhat modified. Your above referred to letter is in the main satisfactory, the principal point remaining in dispute being that of the maximum prices. I had hoped you would have been able to give me the maximum prices as I understand that you have already made out three thousand machines, which was to be the price determining quantity. However, so far as concerns the first thousand machines which I said sometime ago I would take, and for which no specific instructions were given as to the rate and dates at which I desired deliveries, I will not press you upon this point but will accept for the present the arrangement you propose and which has explained is that which has been accepted by the North American Phonograph Company, a sum of 200 francs per machine. Confidently believing that the estimate prices will not exceed those you make, I will take the chance of this thousand or of such number as will have been delivered prior to the determination of the definite prices, which will no doubt be possible long before the whole thousand are delivered.

I now, therefore, beg to say that I will accept delivery of one thousand Phonographs as follows:-

At the rate of 25 per week,

The first hundred to be shipped here at the earliest possible moment.

I shall be glad if you will cable instructions accordingly upon receipt of this, and ask the works to inform you or me, direct, as you prefer, and by cable as to the date at which I may expect the first shipment of one hundred or any part thereof, and if less than one hundred how many?

I should also like to know how soon you can ship one hundred machines direct to either South America, provided the order is cabled next week? This one hundred is to be part of the thousand.

In fixing the rate of 25 per week, I have taken a very conservative view of what I shall be able to do. It is quite pro-

[ENCLOSURE]

• Beschäftigt mit: 2. Analyse der Ergebnisse, um festzustellen, ob die Ergebnisse mit den Erwartungen übereinstimmen.

U.S. AIR FORCE

[illegible]

[ENCLOSURE]

* Copy letter from Colonel Gouraud to Mr Edison.

9th. September, 1899.

Dear Sir,
I have the honor to acknowledge the receipt of your letter of the 7th inst., in which you inform me that you have ordered a set of the latest type of Phonographs, and that you have also ordered a set of the latest type of Phonographs.

In confirming my letter of the 7th inst., it is of course understood that my order therein referred to, will be filled only with Phonographs of the latest type containing the improvements which you described to me in Paris, even though this should involve delay in the first shipment, anxious as I am to have it as early as possible.

It is obviously important that Phonographs that are first put out over here should be in all respects the very best, as they will be tremendously criticised if they do not realise expectations. I know that you appreciate this and could have no other idea in your mind, but I write this more with the object of asking you to give very positive instructions to the Works to this effect, lest through oversight or any other reason, they should fill any portion of the order with other than the latest Phonographs.

The experience of everybody here with regard to the phonograms with the grooves inside is that they slip very badly, so much so as to seriously interfere with any practical use of the machine. My personal experience with these phonograms since my return from Paris, confirms this statement. In other respects they seem to be better than those that came before.

I feel no doubt in my own mind, that if any of these Phonographs that I have thus far received had been put into use with other than experts they would have seriously injured the prospects of the business; and I must therefore make it a condition that the Phonographs which are shipped to me under my order above referred to, are either accompanied with phonograms that will not slip, by reason of some modifications in their construction or that the machine shall have some device attached to it, which shall prevent their slipping. At a very important exhibition of the Phonograph here yesterday, the phonogram slipped to such an extent as to make an exceedingly prejudicial impression. I may mention that the slipping was not attributable to any alteration in the depth of the turning off knife, or the tracking of the recorder, which was set so as to be heard only to the last degree.

We have already written you in regard to the washer spring on the Spectacle head, and have explained to you personally its weakness. We have had to change them all here.

2.

[illegible]

you will be able
to give them at
least a few minutes
of your valuable
time

With kind regards
to yourself & to all
believe me

Yours ever

J. E. Broadbent

EDISON HOUSE (A)
NORTHUMBERLAND AVENUE,
LONDON,
S.W.

10 Feb 19

Dear Edison

I will introduce
to you Mr. Altkorn
& Mr. Knudsen of
Helsingør who I
have appointed agents
for the Phonos - for
Scandinavia -

May go to Berlin
especially to see
you and I hope

Hotel du Rhin
Sept 10/1879

Prof. J. Gossard
Lorichen

Dear Sir

I beg to confirm my telegram
to you of the 10th as follows:

- 1. Four new American Factory cars which
- 2. two hundred 200 machines immediately
- 3. twenty five weekly thereafter arrange order
- 4. for order

(Signed) Polaris
Yours Truly

CABLE MESSAGE.
THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the Message Blanks provided by this Company for that purpose, under and subject to its regulations printed thereon, and on the back thereof. When conditions have been agreed to by the sender of the following message:

THOS. T. CONKERT, General Manager.

NORVIN *Wm*, President

| NUMBER | TO | BY | INTEREST | IN | OF WHICH | FROM |
|--------|-----------|----|----------|----|----------|--------|
| 27 | <i>Wm</i> | 41 | | | | London |

Received at CENTRAL CABLE OFFICE, 15 Broad St., New York.

RECEIVED
 SEP 12 1889

To Insull my
Bigamy order as arranged covers eight months
Can't expect him keep total amount on deposit
no lodge first shipment Commit him therefore
no dislocate says ship as required if deposit
each time sufficient don't forget and dislocate
royalty

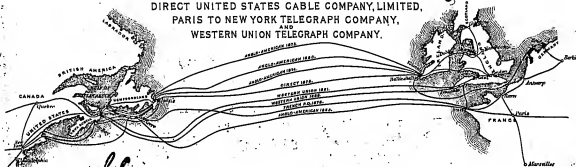
Take

Photo - 59

No. _____

The Anglo-American Telegraph Company, LIMITED

IN CONNECTION WITH THE
DIRECT UNITED STATES CABLE COMPANY, LIMITED,
PARIS TO NEW YORK TELEGRAPH COMPANY,
AND
WESTERN UNION TELEGRAPH COMPANY.



ny 80 lgc

DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
BY EIGHT CABLES.

Time Recd.

9-18p

Place From

New York

No Words

34

OFFICE/STAMP & DATE

23, THROCKMORTON ST

12 SEP 80

TO

Sate Hotel Victoria London

No Credit open except twenty five
hundred dollars per four and cable
quantity machines required first
shipment Edison said possibly two
hundred cable status negotiations when
do you sail
- Insull -

Plaza - Eng

CABLE MESSAGE.

THE WESTERN UNION TELEGRAPH COMPANY.

ALL CABLE MESSAGES received for transmission must be written on the blank forms provided by this Company for the purpose, and subject to the conditions printed thereon, and on the back hereof, which conditions have been agreed to by the sender of the following message.

THOS. T. ROBERT, General Manager.

NORVIL GREEN, President.

NUMBER SENT BY No. OF REPEATS

396 *A* *Lo* *g* *to* *London*

Received at CENTRAL CABLE OFFICE, 16 Broad St., New York. *Sep 13 1888*

To *Arnold*

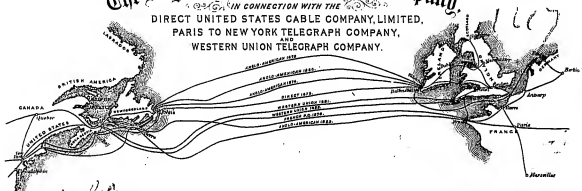
My *Souraud*

Disclose *may* *want*
hundred *Wednesday* *the* *will* *wire*
marks *direct* *and* *arrange* *credit*
no *change* *negotiation* *status* *expect*
some *move* *soon* *all* *sail*
Champagne *twenty* *eighth* *Date*

Paris - Eng

Nº _____

The Anglo-American Telegraph Company
INCORPORATED IN CONNECTION WITH THE
DIRECT UNITED STATES CABLE COMPANY, LIMITED,
AND
WESTERN UNION TELEGRAPH COMPANY.



**DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
 BY EIGHT CABLES.**

Time Recd.

5/11 10/10
 m. From

Place New York

Nº

Words 40

OFFICE STAMP & DATE.

TO Late Hotel Victoria

Your cable not definite **LONDON** what
 machines are we to ship and how
 are we to get our pay Edison
 wires order thousand absolutely firm
 Shipment one hundred first week certain
 Two hundred thereafter twentyfive
 weekly - Inzull -

PLEASE HAND YOUR REPLY DIRECT TO THIS OFFICE.

225-2-9

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

RECEIVED

NEW YORK OFFICES, 40 Broadway & 51 New St.
BOSTON " 444 Broome Street.
HATHEAX " Post Office Building.
LONDON " Queen Buildings, Holles St.
LIVERPOOL " 34 Throgmorton St.
" D & Exchange Buildings.

40 Broadway,
NEW YORK.
SEP 13 1899

225740

SEP

No. of Words 40

The following **CABLEGRAM** received "VIA DIRECT CABLE" at 3:07 P.M.

From London

To Inoull, N.Y.

Dislocate quotes; disclose following maximum
prices in factory orange exclusive
packing and royalty motor machine
forty five dollars less price
one cell old battery light
circuit machine fifty treadle forty
five new battery four cells
fifteen net

Gate

[illegible]

23
 22
 21
 20
 19
 18
 17
 16
 15
 14
 13
 12
 11
 10
 9
 8
 7
 6
 5
 4
 3
 2
 1

1. Letter to Madison dated Aug 16/89
 2. Copy Madison's reply to above dated Sep 3/89
 3. Letter to Madison to whom dated Sep 7/89
 4. Copy from Madison to Jefferson dated Sep 9/89

The correspondence & playing itself
German & Latin &c is both immaterial
to David & his it. He takes the 3^d & end
the 37th & has found a way to dispose
of his machine & get the fire confirmed
his order - and we make the confirmation.

I ascertain yesterday the disposition Governor intends making of these machines.

A firm of Manufacturers
of Advertising Boards such as
you have seen in Hotels used
as ~~boards~~ ^{advertising} tables
and ~~used~~ ^{used} in various ways
with ~~clothes~~ ^{clothes} and other articles
to attract attention, is going
to organize a company for
General advertising business.
The plan is to put these Boards
in conspicuous ~~public~~ ^{public} places
and on front of each to have
a photograph of the location
in the hands of one of their
Employees and which will

#3

I presume be used to
disgruntle an increasing
people with the merits
of being a good
Spalding office &c &c
You would understand
to supply strong reasons
to this concern.
Phen. M. Johnson caused
to Paris & to Paris
where I have requested
said to Paris that I would
never would pay for
an efficient Agency business
for want of both the money
and money. He has
personally had the money

in his pocket he would not use it for this reason because he himself has no confidence in the photograph. He believed, and still believed, that any machine disposed of by him would be as to turning stumbling blocks in the way of general progress and instead of assisting us in competition with the graphophones will give those people an additional advantage over us in Europe. You are familiar with the alternatives I proposed and I need not repeat it here. Mr. Edger looked at the matter in a different light and a few days afterwards I found he was talking with Edwards about our Agency business and bringing great pressure to bear upon the latter to start him selling machines.

Grivaud discussed various
methods of organizing, proposing
to Mr. Edison, that he wanted
to start by the most efficient
means and left Paris to
come to London for the purpose,
as he said, of demonstrating
active operations. I did not
elaborate these plans for, as I
told Mr. Edison he did not
mean at Paris of what he said.
I then left his Manager
John, the Paris to send into
the matter of an inquiry this
and your people came to see
the most large, that was
that the Grivaud was in great
distress and largely worried;
that he gave no way of
getting out of that order
of 100,000 machines, and
did not know how to dispose
of them. I then explained a
few things in Paris and then
came to London after doing
practically nothing. I was

in Fitch's office yesterday
and from the Manager to
the office boy they are
ridiculing the way he is
starting the business. He
is going to sell machines to
any Tom Dick or Harry who
comes along and let the
devil take care of them.

I think you will find
him ordering 10 treadles
to one motor - because
he thinks he can ship
the treadles anywhere with
a letter of instructions, which
will cost less than the
comparative expenses of an
Expert.

You have pressed
him and this is the way he
has tried to fight, which
seems to me that our
only hope now is a
conferance with the
phonograph people. They pronounced
the last proposition of 60 and 40
as simply ridiculous. You and

believe they will combine on an equal basis - but they have not directly said so. Seligman and Morant are here and you and expects news from them in a few days resulting from a directors meeting which was held in New York. I think the day before yesterday.

I cannot believe that theseophone people will go ahead without the phonograph - but we will see. They have gall.

Let me give you a little instance of the esteem in which you are held in France.


The term of the Telephone Company's option on the Telephone has expired, and as originally agreed, the Government has taken over the business, paying the Company about \$1,000,000. (for 5,000,000) for it. The

Telephone Company must either
 pay this money back to
 the stockholders or put it
 in a losing business.

One of the witnesses,
 Simpson, 312 at 1013 had to him
 directly asked whether the
 other witnesses were true, or
 not, they he had to hang back.

He said this something was
 anticipated to take up the
 phonograph matter, and
 they speak the truth, and
 if their civils negotiate with
 the corporation on a ^{reasonable} representation
 they would be held to do so
 in a highly ^{likely} but they did
 not have to negotiate with
 the corporation. This is the kind
 of Forbes says, he said showing
 up the fact. They think but one
 thing, but mean the rest,
 to the witness spirit has
 done him a number of good
 that cannot grow the
 estimated. If the phonograph

were unencumbered by Gorman
it could be floated tomorrow.
In this matter we must make
the best of a bad business.
But our ~~best~~ future ~~at~~ ^{the} ~~disposal~~
opportunities in Europe will be
largely unlimited for he has
established in the Republics his
name as a permanent confidence
man. ~~He~~ ^{that} will change
the history of this affair
on this side of the Atlantic.
As ~~soon~~ ^{soon} as
this morning we all
sail for home on

With aboard the Champagne
Sincerely,

John D. Rockefeller

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEGRAMS
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Sept 13th 89.

Chas. Ing
The Manager
to direct the Phonograph
Dept. in
Sept 13th 89
Dear Sir,
I am writing you very
kindly
on the National idea of the
as it is your interest to
bargain for notes to London
debit. We cannot expect to
do so much staying at home
as you will readily understand
my dealing with a business like
this it is absolutely necessary that
you should be before us
for telegrams. I am sure that
this is the best way to
obtain the best results
for carrying out the
matter of fact they are to be
each, estimate of your journey

John E. Rice

[The handwriting is extremely faint and illegible throughout.]

Photo - 507

RECEIVED

SEP 23 1889

Hotel Victoria
London Sep 13/89

AUG 1889

My dear Insull: In regard to
forward shipments and the
arrangement of a credit,
I am pressing him as much
as I can but the trouble
is he has'nt got his money
for the first sales yet
and a hydraulic press
could'nt squeeze a dollar
out of him until he does.
He says now he will
want 100 shippers Wednesday
and he knows ~~he~~ ^{he} has ~~agreed~~
to pay for them in New York
which he has already agreed
to do.

With regard to your
telegram asking that you
should not be instructed
to ship until forward
had arranged total
credit, we could'nt insist

on that because it would be unreasonable to ask him to keep some \$50,000 on deposit for a period covering eight months and at the time, he would have used his demand as an excuse to get out of the order entirely.

I expect that Mr Edison will be in England about Friday or Saturday of next week. He is with Dr Siemens now. I wait here for him.

In shipping machines to you and be careful to send those alone which have all the latest improvements. I'll post you on all that transpires here.

Sincerely
J. A. L.

[illegible]

THOS. T. ECKERT, General Manager, NORVIN GREEN, President.

| Receiver's No. | Time Filed | Check |
|----------------|------------|-------|
|----------------|------------|-------|

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March 1st 1881

Send the following message, subject to the above terms, which are hereby accepted. *File, Sep 14 1889*

1887

7. In a triangle, the angles are in the ratio 2:3:4. Find the angles.

To State Hotel Victoria

London.

Price 10/-

Still awaiting definite

✓

male. List the human t

order first experiment

1000

and ~~Careless~~ ~~careless~~

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10/10/10

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$\frac{1}{2} \times 10 = 5$

114. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 751. 752. 753. 754. 755. 756. 757. 758. 759. 760. 761. 762. 763. 764. 765. 766. 767. 768. 769. 770. 771. 772. 773. 774. 775. 776. 777. 778. 779. 780. 781. 782. 783. 784. 785. 786. 787. 788. 789. 790. 791. 792. 793. 794. 795. 796. 797. 798. 799. 800. 801. 802. 803. 804. 805. 806. 807. 808. 809. 810. 811. 812. 813. 814. 815. 816. 817. 818. 819. 820. 821. 822. 823. 824. 825. 826. 827. 828. 829. 830. 831. 832. 833. 834. 835. 836. 837. 838. 839. 840. 841. 842. 843. 844. 845. 846. 847. 848. 849. 850. 851. 852. 853. 854

At 11:00 AM

878

1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 26

[Illegible text]

READ THE NOTICE AND AGREEMENT AT THE TOP.

1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 26

phon. Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 5,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE, "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Sept. 7th 89.

Edison Phonograph Co.

Dear Sirs:—

All material from you
packed in boxes has arrived in
good condition, but that sent in
barrels, with the exception of
blanks has reached us badly
damaged.

Give the enclosed order
your immediate attention please
& oblige

Yours truly

W. C. Williamson

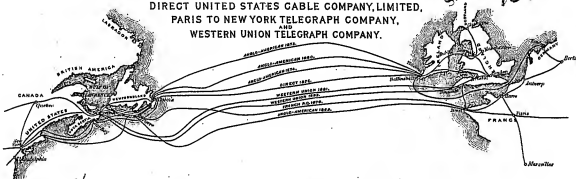
| | |
|-------------------|------------------|
| Received | EDISON |
| Contents noted by | PHONOGRAPH WORKS |
| On file | SEP 28 1889 |
| Answered | ORANGE, N. J. |
| Mailed | |

Phono - Eng

№

The Anglo-American Telegraph Company
LIMITED
IN CONNECTION WITH THE

DIRECT UNITED STATES CABLE COMPANY, LIMITED,
PARIS TO NEW YORK TELEGRAPH COMPANY,
AND
WESTERN UNION TELEGRAPH COMPANY.



526 Wth

DIRECT COMMUNICATION WITH THE UNITED STATES OF AMERICA
BY EIGHT CABLES.

Time 4 56 Place New York No 108
Rec'd m. From Words 1216

mate

TO { Hotel Victoria LONDON

OFFICE STAMP & DATE

~~LONDON~~
2, THROSMORTON ST.

17 SEP 1989

Following cable received from Gauraud
does not agree with Edison's cable to me
ship here first fifty lowest freight thirty treadle
former motor in light circuit fifteen Edison
Batteries with supplies for three hundred hours
each four thousand blanks twenty Bichromate
cells with five hundred zincs will insure here
cable steamer express quick ten Bichromate
cells on ~~hundred each~~ ~~recorders~~ ~~repeaters~~

(No. 2.)

THE ANGLO-AMERICAN TELEGRAPH COMPANY LIMITED.

5 *25 p 10*
ATLANTIC CABLE MESSAGE.

No. _____

OFFICE STAMP & DATE.

Senders of Messages will save considerable time by handing in their Messages direct to the Company's Offices, through which they must pass before they can be sent to their destination.

Line No. *91526*

Place from *(2) Mote*

No. of Words *43*

No inquiry respecting this Message can be attended to without the production of this paper

TO feed nuts diaphragms new
mailing blanks with fifty envelopes
twenty sets both kinds brushes
and any other sundries you
think necessary all to be latest
improvements mailing ~~details~~ *details* of
second fifty machines for
continent former motor file
light circuit ~~unintelligible~~
unintelligible
Insull

Say "Edison wired orders thousands
absolutely firm. Shipment one
hundred first week certain
two hundred hereafter or so

The cable sent you 9th inst.
from Paris, and which I
confirmed on Saturday last,
says

Wants himred immediately
When can you ship them
Balance 25 weekly May
want additional hundred
Shipped South America
this week. Can you furnish
these or

I mailed you on Saturday
last the letter from
Gouraud referred to in
M. Edison's cablegram
from Paris 9th inst. to
yourself, as "satisfactory
confirmation order thousands
machines" from which

Phone. 509

Telephone
Victoria, London
Transatlantic

RECEIVED
SEP 25 1899

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

chylene July 25 I have your
repetition of Gourauds cable
re shipment of first 50
machines, and in which
he advises you that he has
mailed directions for second
50 - these making the first
hundred named in Edison's
cable to you from Paris.

I have just wired you as
follows:-

"Gabb should read fifteen
"battery machines and
"five machines for electric
"light circuit in addition
"to treadles ship as
"Gouraud directs so we
"can hold his order"

I do not understand your
cable 13th in which you

you will see that we had every reason
to suppose that Gouraud wanted
100 machines immediately.
While he has not carried out to the
letter the intention implied in
his communication, the discrepancy
between what he has done, and
what we expected him to do
is not sufficient to give us an
opportunity of doing anything other
than quarrelling with him - which
is absolutely useless.

This order for 1000 machines
may give us an opportunity
to put Gouraud in a hole
before he is through with it
and it is better for us to
take practical recognition
of it, and get it started,
as soon as possible.

There is nothing new in
connection with telephone
negotiations.

For A. L. T. E.

the result of his
being unable to
place some instruments
that he anticipated
selling.

I have not
acknowledged the
letter annexed - and
you can take any
action if you please
in regard to it.

So far as can be
seen now you can
rest assured that
Howard, is going
to spread that order
out upon as large
a slice of time
as he possibly can.
In doing this

Photo - 209

RECEIVED

SEP 25 1889

Ans'd

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

My dear Mr. Hull:

Read the attached
in connection with
your letter confirming
his order for 1000
machines.

I certainly read the
^{letter} ~~firm~~ as meaning
100 machines immediately
and 25 all the following
weeks - and I am quite
sure he meant the
same thing when he
wrote his confirmation.

This explanation
which he attempts to
give is a later
inspiration - probably

He may lay himself open to get into trouble - but unless you can see your way clear towards forcing him to do as you wish or breaking his contract I would advise you not to force him too hard. It will do no good to steer a middle course. Once you start in at him you should be prepared to push right through to a finish and you therefore want to be sure of your ground before you attack him.

He is working away on his "Agencies" and I fear he will now have his territory covered before his time expires - covered inefficiently so far as the ^{real} success of the phonograph is concerned, but well enough to hold it under his contract. I

here representing you,
and decline to
talk business with
him - which I urged
him to do believing
I could convince you
I was right and
convert you to my
views - but instead
of this W. E. talked
up an Aquay business
and everything has
gone contrary to the
way I would have
shaped it - and you
cannot wonder
that I ask myself
"what did I come
even here for".
I am much more

RECEIVED HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.
SEP 25 1889

Ans'd 188
I hope sincerely that
I may be mistaken
but I must say
that I feel disappointed
and discouraged and
that you have not
given enough con-
-sideration to the
alternative which I
proposed. When
W. Edison came to
Paris he told me he
would tell you and
that he had turned
his business over
to you and I was

afraid of the Phonograph, was noted
by Gouraud, killing itself, than
fear of the graphane injuring
our prospects even tho' the
Country were flooded with
them.

Mr. Edison is still in
Germany. I do not know
yet when he will reach
England. but expect
definite advice some time
today.

Yours
A. M. E.

[ENCLOSURE]

TRADE MARK AND CROWN.
"PHONOGRAPH, LONDON."

EDISON'S PHONOGRAPH CO.
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C. RECEIVED
SEP 25 1899
188

Private Letters
to be so marked.

14th September, 1899.

Dear Mr Tate:-

I shall be obliged if you will give me at the earliest possible moment the price of phonograms at the works, which I can rely upon as being the absolute maximum price. If you are not able to give me this information without communicating to Mr Edison, please do so by wire as I am expecting to have to fix the price for a large order early in the week.

I note what you say with regard to delivering "100 machines immediately, and 25 weekly thereafter", and I have also noted your verbal statement that by immediately you mean that they can be shipped next week.

Your saying "100 immediately and 25 weekly thereafter" suggests to me that possibly you have not put upon my order the same construction that I do myself. By "100 immediately and 25 per week thereafter" I did not mean for example 100 next week and 25 all the following weeks; I meant simply 25 per week, the first 100 to be shipped as soon as may be. To make this perfectly clear, if 100 machines are shipped next week, I shall not require the next 25 until after the expiration of 4 weeks.

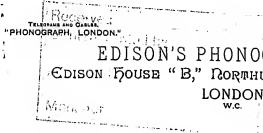
I am cabling to-day regarding the shipment of 50 machines, and writing instructions regarding the shipment of the second 50 as there are particulars which I could not sufficiently give by cable.

Yours sincerely

G.E.Gouraud.

A.O.Tate Esqr,
Hotel Victoria, 142,
W.C.

*Refers him to Factory
for this price.*



TELEPHONE
No. 3,200.

Sept. 20 - 97

Edison Phonograph Works.

Dear Sirs: -

I enclose order No 115
which I trust will receive
immediate attention. I want
these recorders etc. for making
musical records & hope they
will be provided with Saphure
knives & points.

Battery
Just completed a test
of Edison Form Soda Battery of
four cells charged with material
furnished with them & accord-

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

ing to instructions. I short circuited
the Battery only long enough for
it to gain sufficient power to
drive a Phonograph which it
afterwards ran forty consecutive
hours at 100 revolutions per minute.

It is supposed to run a machine
100 hours consecutively. This is
my second test with the same
result.

Blanks.

Those with tape inside
have given us most satisfaction.
Their only objection is that oc-
casionally the tape comes loose.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 5,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

but they served us better than
those I last received which are
reamed inside. The latter we
find not only slip on the
cylinder but are very much
easily broken & liable to warp.

Why is it that, with the same
machine we are able to plane
a true surface with one
cutting on the taped blanks &
it requires several cuttings to
plane a lathe blank true?

We are of opinion that
records are not at all perma-
nent on the dark grains. They

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 5200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.
4.

seem to deteriorate merely by
standing.

The note on page 26 of the
"Inspectors Hand book" in the
phonograph it speaks of the
factory possessing very delicate
gauges for adjusting & setting the
phrams when this requires re-
placing. Please remember we
are not situated as a local
American Co. able to send you
damaged goods & have them re-
turned in a couple of days &
also that we have demands upon us

TELEPHONE AND CABLE,
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

would therefore be obliged if you
send us a list of all such
necessary gauges etc. for the
repairing of, not only diaphragms,
but all wearing & breakable parts,
to enable us to order what we
require.

All & any other information
you may furnish will be
gratefully received by
Yours truly
A. de C. Hamilton

Fig. 2.1

5192 ATLANTIC CABLE MESSAGE.

Senders of Messages will save considerable time by handing in their Messages direct to the Company's Offices; through which they must pass before they can be sent to their destination.

Line No. 555

Place from

New York

No. of Word

86 ✓

No inquiry respecting this Message can be attended to without the production of this paper.

Sate Hotel Victoria London

TO }

Get following to dislocate quickly but not by
 telegraph calendar says and Bachelor. ^{March 11th} ^{March 11th}
 and before a free important nothing be closed
 with donation, work them up to best offer and
 then decline to close until you reach this side
 N.A. March 6 ^{March 11th}
 calendar formulating scheme with donation for
 consideration whole world which will give you
 better results and possible continuing interest
 for you but not for dislocate if you want on
 no account let dislocate or donation people
 know of this answer

Inshall

[FROM GEORGE E. GOURAUD?]

Olms - Eng
Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been accepted as by the sender of the following message. Errors can be avoided against only by repeating a message twice in the sending station for correction, and the company will not hold itself liable for errors or omissions in transmission of delivery of Unrepeated Messages beyond the amount of tolls paid thereon, and in any case where the claim is not presented in writing within sixty days after sending the message, and is delivered by request of the sender, under the conditions named above.

THIS IS A VERIFIED MESSAGE, and is delivered by request of the sender, under the conditions named above.

NORMAN GREEN, President.

| NUMBER | SENT BY | TO | CHECK |
|--------------------------------|---------|-----------|-------|
| 60 | Chin | 15 Collet | fore |
| ORANGE, N. J. 4.49 | | | |
| Received at: Apr 20 1888 | | | |
| Dated: London via New York | | | |
| To: The A. Edison | | | |
| Get ready prompt shipment | | | |
| Denmark receipts - note thirty | | | |
| motors nineteen treadles | | | |
| one bid | | | |

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
No. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Sept 28th 99.

The Manager
Edison Phonograph Works
Orange.

Dear Sir,

Will you please pack
us for this country, ^(not being insured over) and ship per
first steamer of the Thingvalla line
from New York, the various goods as
per enclosed order.

The cases should be addressed
Gottfried Itt & Ruben,
Copenhagen
Denmark.

and marked ~~G.M.~~ & numbered from
1,000 upwards.

Payment will be made
in the usual way - against invoices
& bills of lading - at my Bankers
Messrs Dresdel Morgan & Co.

I shall be glad if you

well hand Messrs Drexel, Morgan & Co two invoices in addition to the invoice made out to me. The first of these invoices I wish made out by you to Mr. Rubin ^{for} ~~the~~ ^{Edison Pump Co} ~~Edison Pump Co~~ account, without prices and the second in a similar way. Should more than these two invoices be required for custom purposes kindly have them made out without prices.

Still you please pack specimens of all literature and several copies of Inspectors handbook addressing the parcel to Mr. Peters the Expert who is in charge of the monuments in Scandinavia

Also do not forget to advise Mr Ruben of the due date of the goods.

Faithfully yours
G. E. Gouraud
re: Strong

Order No. 260

Edison's Phonograph Co.,

EDISON HOUSE, "B."

NORTHUMBERLAND AVENUE.

LONDON, W.C.

Have about 1000 Sept 20th 1889

To Edison's Phonograph Works.

Please deliver as follows *per letter even date.*

following articles:

Ruben. Denmark

30 Motor *for light*

19 Treadles

5 *per* Edison's Bichromatic Batteries

5 only " Soda Batteries

1,400 " Blanks.

Edison's Bichromatic Batteries

per letter

Chas. B. No goods will be received unless accompanied by an Invoice bearing the above order number.

NOTE. This Company expects that all goods will be invoiced at the best possible Wholesale Prices, and any firm found overcharging will be liable to have its account closed.

5 Inspectors books

Wm. J.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Sept 28th 99

The Manager
Edison Phonographs
Orange N. Jersey.

Dear Sir,

Please correct the
letter addressed to you by this
mail referring to Denmark order.
as you will receive another letter
containing the same order, but
fuller particulars, concurrently with
this through our Boston
Messrs. Drexel, Morgan & Co.

This does not alter the
effect of our telegram

Sincerely yours
Edison Phonograph Co.
J. H. Young.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TRAFFIC.
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



21 Sept '89

My Dear Protector

I trust you will pleasantly
see to it that only the latest
improvements and best of everything
is sent to me here and to
Harrow. If after all the
noise we have been making
over here for the past 18 months
and the high expectation of the
public as to what the Phon.
is everything is not all right
the reaction will be fatal
and most disastrous both to
the business and to Edison

2
-
TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

reputation. I am sure you
will appreciate this.

The machines I have here
are far from satisfactory in
general, important respects.

Two (2) of the best machines
yet (before the lot for Brazil)
were both untrue in operation. So
that they could not be used.
We first thought it was due to
warped frames. as we could
not turn them down in any
where, and the needle would
always run quite off the way
at the end. We are almost
without a single machine to

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

3
EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Kindly bring to date
cutting off horns and buttons.
If by any mischance the
supplies ordered by Express
have not yet left I by you
will send immediately by mail
a few pieces off horns
seconding and repeating
needs, and diaphragms.
Grams. The grooves over
slip awfully. a break
easily if pushed on tight
enough to prevent slipping.
This is a serious defect!
Yours very truly
Edison

Orange, N. J.

34

Sep 26. 1889.

Mr Geo. E. Leland

Edison House.

Northumberland Ave London

30 THOMAS A. EDISON, Dr. England

ORANGE, N. J.

Apr 26. 30 Phonographs style "J" 3887
4922, 4964, 4958, 4436, 4928
4358, 3935, 3801, 3910, 3860
3799, 3869, 3980, 4242, 3800
3929, 4921, 4247, 3940, 4307
3867, 3864, 3984, 3885, 3894
3985, 3893, 4214, 3863. 1350. 00

15 Phonographs style "M" 3686

4223, 3603, 3583, 4191, 3644.

3718, 3907, 4173, 3531, 3574.

4216, 4253, 4199, 4197.

2 45.00 = 675.

allow for Battery 2.70 40.00 634.50

5 Phonographs style "F"

3913, 3795, 3855, 3945, 4161.

10 lbs 105 phonos

275.00

16 Barrels Blanks (150 in each).

180.00

15. hr. 1. Battery

232.50

3824. Sticks of Soda.

61.44

120 Copper plates

45.60

20. old Batteries

74.00

500. old Bins

100.00

16 Barrels (Soda)

Packaging, Boxes, 11 Barrels

87.82

Cartage

20.00

Box alt. 15% on 30, 15, 7.5 Phonograph catalog

\$23.00.00

345.00

100 Inspection Hand books.)

no charge

Shipped to Col. G. E. Leland

Edison House B. Northumberland Ave

via Wagon Haul delay via freight

London

43 Cases Barrels 16.

England

[FROM GEORGE E. GOURAUD?]

Photo - Eng
Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

THIS COMPANY TRANSMITS AND DELAYS LINES MESSAGE ONLY ON condition limiting the liability, which have been accepted as by the sender of the following message. It can be made to receive a message back to the sending station for compensation, and the company will not hold itself liable for errors or delays in transmission or delivery of these messages, beyond the amount of such right charges, and in any case where the claim is not presented in writing within sixty days after the date of the transmission of the message.

THIS IS UNRECORDED MESSAGE, and is delivered by request of the sender, under the conditions stated above.

MORRIS GREEN, President.

| NUMBER | SENT BY | RECD BY | CHECK |
|--------|---------|----------|-------|
| 321 | J. M. | 27 K. H. | 11 |

Received at: ORANCE, N. J. 407 Sept 17 1889

Dated: London via Aug 27
To: the Editor

Mail tomorrow some dozen each
Knives, needles, razors, soap
if possible all our damaged
goods ordered expressly left - when
will fill, leave reply promptly

Alms. Ry.

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE
NO. 3200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



September 27th 1889.

The Manager,
Edison's Phonograph Works,
Orange,
New Jersey.

Dear Sir-

Defective Machines. Untrue Shafts.

The report I have to make upon the two last motor Phonographs received prior to those shipped for Lisbon, is that in each the main shaft revolved untruly between its centres, one of them in particular was very bad; but both unfit to use except upon the original grams of white wax.

The damage seemed at first to be in the female centre caused by the gate centre having thrown up a burr on the edge of the female centre, but I removed the burr without eradicating the fault.

Battery.

My test upon the 4 cell Edison Battery, after setting it up according to instructions, resulted in its driving a Phonograph at the rate of One hundred revolutions per minute for 40 consecutive hours. In endeavouring to recharge the cells I find in each jar at the bottom a precipitate crystallized into a dense cake one inch thick which is almost impossible to remove.

Yours faithfully,

Wm. C. Hamilton

Gladstone
Read this
CS

Phone 545

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.

| | | |
|-----------|---|-----------------------------|
| BOSTON | " | 444 Broome Street. |
| HALIFAX | " | Post Office Building. |
| LONDON | " | Queen Buildings, Hollis St. |
| LIVERPOOL | " | 34 Throgmorton St. |
| | " | D 6, Exchange Buildings. |

CABLE OFFICE
40 Broadway.
NEW YORK.
SEP 21 1899

No. 12920

No. of Words 17

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 9 25 M.

From London

To Enroll

ny

OP 7-2-1 7.2.9.8
Embargo twentieth relocate
Yes expect receive contract
today all right for
second message

Note

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



January Post 28-89

Dear Alice

I say to miss you! you
know how I got left and carried
over to New Orleans! Really
quite coming back.

I will send you copy of report
with E. next week. I found my
was with my children who was
out of town for a few days so I
could not get it.

I hope you had a good voyage
& found everything all right
Sincerely Mrs. E.

Always at your & Mr. Osborn
here. Believe me truly & kindly yours
M.E.H.

Plains, Ky

Saturday 28th Sept 89

LITTLE-MENLO.

My dear Edwin

Heartily congratulations
on y^r 7th birth honours!

When you wear all those
"stars" no other light will
be necessary! Will have

I hope you had a
pleasant voyage and
that we shall soon see the
effects of y^r 7th named breeze
upon the flat sailing
Brown "attachement". What
the thing! Meanwhile
let us have the best you

can for the cylinders - just
for talking with our
agents &c. Nothing is so
expensive as "noise from
afar."

"The graphers - people are
in an awful mess. They
distinctly told me that
they had no complication
with Woodhouse & Rawson
or Edmunds and I now
learn direct from both
of the above that there are
complications of the most
serious character & that

the graphers can't move
hand or foot till the
settle with both Edmunds
& Rawson & that if they
attempt to bring out a
company the true position
will be greatly advanced.
It seems that Edmunds
owns some 40% of all the
foreign patents except
France & Belgium and
that he has attacked
all the Patents English &
Foreign. The English Pat.
are in the name of the
patent agent Johnson

& he acting on Counselor
advice refuses to deliver
the Graphe prob. to
the Seligman syndicate
who appear to have
him 500,000 on the
exchange of agreement
only & on the fault
of getting the probate
from the Volter Co who
can't deliver title &
who have divided up the
500,000 & among him
shareholders. Hubert is here
trying to get a settlement
but has thus far failed.

2

LITTLE-MENLO.

Edmonds claims \$14,000
Edmonds says he can
stop them selling Graphe
papers & will do so if
they don't settle.
Both Edmonds and
Rawson have notified
me that they have heard
of the Seligman nego-
tiation with us and
"caution" me that they the
Graphe cannot give title
to the Prob.
In this state of things, you

would see that even if we had
agreed on terms for a
Union we could not bring
out a Company with
their title thus involved.
So we will have to let
them sweat as you
advise. He can sweat
it as long as they can.

Kind regards to

Mr. Edwin

Yours ever

Samuel

Be sure and see that I
get only the best &
best of everything!
And at the earliest
possible moment.

Phon. - Eng

EDISON AND CARLIS,
"PHONOGRAPH, LONDON."

TELEPHONE
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Oct 23 07

C. J. English Esq
Manager

Edisons Phonograph Works
Orange

Dear Sir,

Your shipment per
"Lurania" has come to hand
but no advice note has preceded
this it by mail. Will you
please note that it is
absolutely necessary for the
proper conduct of the business
here that all shipments must
be advised, and by a proper advice
note, describing the precise
contents of each case. You will
understand that if this infor-
mation is in our hands prior
to the delivery of the goods we
may be able to effect great
saving in carriage by throwing

Advised Henry Mills and Laboratory

them re-addressed at the post
to our Agents in various
parts of the continent. kindly
give this matter your attention.

Please also note that
all cases, communications (not
of a private nature) must be
addressed to

Edison's Phonograph Co

Edison House

Northumberland Avenue

London S.W.

We are arranging a
Telegraph code & a copy of same
shall be sent you very shortly.

Yours faithfully,

Edison's Phonograph Co

J. H. Thompson

J. H. Thompson

Phono - Eng

TELEPHONE AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
No. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

4th October, 1889.

Dear Edison:-

Ans. Oct. 15/89

In compliance with the request of Tate I beg
to hand you herewith copy of the agreement between
ourselves regarding the Phonograph, of date 14th October,
1887.

Yours sincerely,
T.A. Edison Esqr, and
Orange, New-Jersey will be signed.

U.S.A.

Yours sincerely

Phons - En g.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Oct 5th 99.

Dear Fati,

and all and hope your admired
house is satisfied under that. You feel
all the better for the other.

~~So as to go to the Agreement~~
copied last Wednesday and sent
it to the ~~to be so marked~~. Will you
tell me when you return the
other to me at Walthamstow if
it is usual to have such documents
stamped? or does one dollar each to
the other paid constitute a binding
contract. In this country such
documents have to be stamped within
a certain period or they are not worth
the paper they are written on. We
have not settled anything since you
left except the side shows which are
going on apace. They are now thinking
of starting something with a penny
in the slot business - anything but

Edison
No. 2500

Edison
No. 2500

EDISON'S PHONOGRAPH CO.
Edison House, 17, Broadwood Square,
LONDON, W.C.



Oct 21 1897

My dear Sir,

I have the honor to acknowledge the receipt of your letter of the 19th inst. in relation to the Edison Phonograph and to inform you that the same has been forwarded to the proper authorities for their consideration.

I am, Sir, very respectfully,
Yours truly,
J. Edgar Smith,
General Manager.

Phono - 5.9

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Oct 5th 99

The Manager
Edison Phonograph Works
Orange.

Dear Sir,

Will you please pack
and ship per first steamer of
the Netherlands - American P. & S.
Co. the various goods as per
enclosed order to y.

The cases should be
addressed.

Messa Fred, Schilleps & Co
745, Keizergracht
Amsterdam
Holland.

and marked ~~Est~~ & numbered from
1,000.

Payment will be made
in the usual way - against invoice
and Bills of lading - by my

Bankers, Messrs Drexel Morgan
 & Co., I shall be glad if you
 will hand Messrs Drexel Morgan
 & Co. two invoices in addition to
 the invoices made out to me.
 The first of these invoices I
 wish made out to Messrs
 Phillips & Co. on my account,
 without prices and to contain
 the items of Phonographs only.
 The second to contain items of
 sundries but without prices, &
 to be extended as prices to follow
 and marked "pro forma".

I desire to have in all
 cases separate invoices for Phon-
 ographs which invoices should
 bear the factory numbers of the
 machines.

Will you please pack
 specimens of all literature and
 several copies of the Inspectors
 Handbooks.

Also do not omit to

advise Messrs Philpots of the due
despatch of the goods.

Faithfully yours,
G. E. Smith

Phon - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 9200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Oct 9th 89

The Manager
Edison Phonograph
Works.

Orange

Dear Sir,

We beg to confirm
our cable of the 5th
"Where where should goods
arrive name steamer"
to which you replied on this date
"Steamship Othello October
first eighty nine"

You will observe
that this is not a proper reply
to our message & leave as without
information as to the port to
which the steamer is coming.
Will you kindly see that proper
care is exercised in dealing with
our cables in future.

We shall be glad to
know if the shipment you made
per express - Wells, Fargo & Co -
was at an agreed price. We
have been charged something like
125 dollars for this shipment,
which is an enormous sum
to add to the cost of the
goods.

Faithfully yours
Edw. S. Thompson
in charge
J. M. Allen.

Pheno, Eng

Oct 10th 89
Walhampton.

Dear Lady, I am very glad to hear of your recovery.

nothing fresh and
no machines - just some very
very heavy but from what I can
see they would cope with
it - I am just left in
their clutches - it looks as if
- that is what I shall do - I shall
- and they find this place
of Australia in case of trouble at
Paris but I am the only one here
- besides Burt - it seems to me
they have failed - One of his
reasons was the desire of parties to
unload the City & with such
interest for each in the colonies
at War home

but it is the inevitable
I am disappointed
Still make what I
will have for the
I give a lecture the other
night in New York
The students of the
College of Arts and Sciences
needed me to do the same thing
I had to do it on the same
night I must have been
good bye
Yours
J. P. Jones

Photo - Eng

TELEPHONE NO.
3,200.

EDISON HOUSE (A),
NORTHUMBERLAND AVENUE, LONDON, S.W.

10th October, 1899.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Dear Edison:-

I enclose you letter from Mr Garland, from which you will see that the business which had been so far concluded with him as that he actually brought his money from Australia to England for the purpose, has been dropped in consequence of the impressions he formed in his visit to Paris. This is but one of very many instances in which similar opinions have been expressed to me. I take consolation in the fact that it will only continue another three weeks. How much mischief will have already been done it is impossible to estimate, and it will take a great deal to overcome it - to which end no expense or effort will be spared.

Yours sincerely

Tomlinson

P.S.

The writer of the letter you will remember as the gentleman you met at my Office, Member of Parliament; and as he had interested with him the Crown Agent for the Colonies here and other influential

gentlemen, his dropping the matter is a serious injury. Part of his argument was the purchase of 100 Photographs.

[ENCLOSURE]

Mrs. G. G. G.

London

4. 4. 89



My dear Colonel Gouda.

I should have answered your last communication from Paris when it reached me but my whole time was taken up as the Exhibition. Now that I have returned I hesitate to reply. I did not give off hand any definite instructions to conclude because of the strong representations made to me by Sir Paul Samuel and other influential friends whose advice and great experience I sought and who have shown me the impracticability of making the spec a commercial success on the basis discussed by us. I have no doubt that I could get my friends in Australia to take it up as they have helped me through successfully before with much bigger mining Companies but I do not wish to take their money in any spec that will not be pretty certain to return them from 10 to

[ENCLOSURE]

20 % as they can get. The former percentage with ^{the} ~~losing~~ any risk in the Colonies. And again there are only between three and four millions of people in the Australasian Colonies and they are scattered and expensive to get at so that the field is very limited. There ^{is} ~~is~~ no certainty of the competition of the Graphophone which is an instrument simple in construction and very effective for commercial purposes. It would not cost more than one fourth the cost of the phonograph and it would, I have reason to believe be placed there on terms that would admit of its running the phonograph Company bankrupt even though it were not considered to be such a perfect machine. As we have both gone so far and taken such trouble and pains over the matter I regret that I should have been forced to the conviction that it would be unwise for me to take it up even for Australasia on the last terms suggested by you. The first investment of only \$5,000 cash would have been more reasonable but even then

I would have to give away most of my paid up stock to ensure certainly in floating. I trust you will not complain of my apparent vacillation for after all it is better for both that I should only proceed on sound commercial lines.

In any case I will be the greatest sufferer inasmuch as besides my lost time the cost of getting my money from Sydney and back will be at least £100 besides having to pay interest whilst it is suspended.

Re the Phonograph at the Paris Expo.

As you have the right for France at the risk of appearing to trouble myself with what don't concern me, I venture to tell you that in my opinion your prospects of business are being ruined there by the perfunctory and unsatisfactory way in which the phonograph is being handled. I made it my business to see for myself and make all inquiries re both phonograph and Graphophone. The Graphophone is being shown to be the greatest possible advantage. A few simple words

[ENCLOSURE]

are spoken into it by the operator and the single tube is given to only one listener at a time. The reproduction is perfect and the effect splendid. When the same visitor goes to the phone he takes one of six or eight tubes which are distributed amongst others and amidst the hum and buzz of busy machinery he hears a series of intermittent and squeaky sounds which he is told is music but which it is impossible to recognize as such. I speak from actual experience — He goes away with the impression that the Phonograph is a fraud. I watched the effect for several hours and I say it is not fair to the instrument, or yourself or Edison. If France is to be any good to you only one tube must be used with the P. in the S. Only one tube must be used the records must be better and fewer and the instruments must be removed from the deafening hum of the machinery itself. It is better that only one man should hear the P. to advantage than that 1000 should hear it at its worst. All this in confidence.

My dear Colonel, Yours very truly,
C. H. Harland

Photo - 27

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 5,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Oct 11 1897

The Manager

Edison Phonograph Works
Orange N.J.

Dear Sir,

In reference to the
shipments you have just made to
us, we desire to further emphasize
our remarks in our previous
letters in regard to the unsatisfactory
manner in which
our orders have been dealt with.

We have already con-
firmed our order of the 17th inst.
and reference to it and the
enclosed statement will show
that you have entirely disregarded
our order & instructions. The
shipment now referred to came
by express and when we found
that the charge for bringing

exceeds the value of the business
& freighter's portion of the goods.
If you do not exercise care in
these matters we shall have to
seriously consider the propriety of
detaching you with the difference
between ^{freight} rates and ^{freight} rates
rates.

We are not sure if your
letter of explanation does ^{not} refer
not refer to this shipment or not.
From the closeness of dates we are
afraid not but that it portends
a recurrence of the same in-
convenience.

You do not even send
us the name of the vessel, date
of sailing and port of arrival
in spite of our mentioning this
in our cable. We have had
to wait a week or nearly a
whole day to make inquiries
about the ship we asked to know
the name of and now learn that
she is coming to London, & that

she is a slow boat.

We quite recognise the fact that in a new business mistakes perhaps we have pointed out will occur, but we want you to, at the outset, to realize the importance of this European business & the divide it has for your best attention.

In regard to advice - we must ask you to never omit sending them as you have not sent any as yet.

We are continually receiving letters from you with insufficient stamps upon them. Will you caution your post to be more careful in regard to this matter.

Awaiting your explanation of these various matters
We are, Dear Sir,

Yours faithfully
H. J. [Signature]

Monday 2nd
Saturday
London
Oct. 15th 1894

Dear Mr. Edison:-
Thinking it may be of
some interest to you I am send-
ing a sample of flexible metallic
tubing, & a white wax record of the
drones of the Scotch Bag Pipe.

The drones as you know give
continued sustained notes which is
the cause of the record appearing
like watered silk, noticing this pe-
culiarity I tried a record with
the chant alone & found the appear-
ance totally changed proving the
sustained notes were the cause of
this striking effect.

It was very pleasant seeing you
in London & I thank you for

your reassuring message by Mr.
Tate to the effect that you are
satisfied with the way I have
been working here & when
I return to England you will be
pleased to have me return to
you. I have promised Mr. Tate to
give him a report of facts
forthrightly. I shall remain always
Yours faithfully
H. C. Hazen

Phons - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Oct. 12 - 89.

Edison Phonograph Co.
Orange, New Jersey.
Dear Sirs: -

Blanks - We are experiencing no little difficulty with the dark grains, the majority of them being reamed inside at a different taper to ~~our~~ ^{the} cylinder of our main shaft. I can not of course say if this is due to your reamers or the after effects of contraction or expansion, at all events it is certain they do not fit the cylinders of our machines, the smaller and generally binding first.

Battery - I am setting up your cell battery in accordance to label

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

*directions for same, hope to get
better result than before.*

Shipment recd. Oct. 2: by Express

*In this lot five glass battery jars
arrived broken likewise five copper
plates. This depletes us of our entire
battery. Do you not make it a
practice to send any extras in a
shipment of this size? (5 Batteries)*

*Yours faithfully,
H. de C. Hamilton.*

EDISON
PHONOGRAPH WORKS.
25 N. 4th St.
CHICAGO, N. J.

41-0-
59
Oct. 19th 89. 2 4 - 12
Ann. Mar. 1/84
London.

88, Gloucester-Road,
S.W.

Dear Kate,

I wrote Mr. Edison
yesterday addressing him to
Llandwyn Park & mentioning
that I had promised to give
you forthrightly statements.

I purpose complying with
your request in this mat-
ter, deeming my loyalty due
first to Mr. Edison, as I
have always considered myself
in his employ though actu-
ally paid a salary by Col.
Gouard but only in conformi-
ty with the arrangements to
that effect made with him
by you.

In accordance with the
above mentioned request I

propose, without allowing prej-
udice or feeling to sway
~~the mind~~ any way to the
disadvantage of Col. or
others, & likewise without fear
or favor to state facts as
far as I am in knowledge
of them. I however can
desire further than this, -
comments, news etc. - I could
not deem such duty irksome
while Col. was paying me
a salary & would ask, in
such case, Mr. Edison to
remit me direct.

I will just confine my-
self to mentioning the dispo-
sition made of the instru-
ments received up to date,
mostly in number traders the
two experimental or model
machines brought over by

Mr. Gilliland & myself.

Two phonographs are in
Italy loaned to a friend of
Colonels, a Mr. Cobello to the
encouragement of raising a
company, but used up to date
principally for exhibitional
purposes to the public.
One other is in Denmark
sent with the same object, &
to parties who have negotiated
for that country.

Lecturers

One in Belgium & three
others in England all with
lecturers for public entertain-
ments. One of these returns
about \$400.00 - weekly to the
office, the others not being so
successful.

Two are held in re-
serve at office for private

entertainments, both paying & free, "at homes", conversations etc. which here of an evening at between ten & twenty pounds each.

The remaining instruments are at the office used for private exhibit, business and teaching pupils the manipulation & construction.

From the shipment packed for Lisbon by the factory we retained one treadle machine which is included in the above mentioned twenty.

Besides the three English lecturers, I have taught seven pupils the Phonograph three of these paying a premium, while the others excepting two received no salary while learning. Two

2.

88, Gloucester Road.
S.W.

of these pupils only are in receipt of pay from the office, each drawing £1.00 (\$5.00) per week. With three two as my entire assistance I have to teach others, four in number at present, keep the machines in repair & attend to all matters in the Phonograph Department.

Then either of these assistants attend in evening paying entertainment the receive from the office one guinea.

I have confined this relative to my department, & before writing again will

wait to learn from you
whether such a statement
as the above is satisfactory.

Hope you enjoyed a
good crossing back.

Father writes me from
Paris that he is disappointed
not having seen you again
before your departure. But
considers how busy you
must have been.

Believe me

Yours very sincerely

Wm. C. Hamilton

10-20-89

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



16th October, 1889.

To the Manager,
Edison Phonograph Works,
Orange,
New-Jersey,
U.S.A.

Dear Sir:-

Since writing you on Saturday last we have been informed by Messrs Stavelly & Starr, the Agents for Baldwin Bros of New-York, that they have received a Bill of Lading for the goods sent per Steamship "Othello".

We observe that the charge is at the rate of twenty five shillings per ton, or 40 cubic feet, and we think that if you have, as we asked you to do, bargained for the rates, you have not made such a good bargain for us as we could have wished. We have received a quotation in London from one of the leading Steamship lines of nearly one half that amount; and fearing that some mistake has been made we shall be glad if you will look into the matter and let us know the result.

We must call your very serious attention to this shipping business, as a great deal more will depend upon it than you can imagine, and any failure on your part to carry out our orders will have a very prejudicial effect upon our business because we shall be making promises on the strength of your ability to carry them out on our behalf.

We have during this last week, at different periods, received boxes of attachments, spectacle frames etc. We think these goods could have been put in one case, and they would have thus come to us at much less expense than is now the case.

We have only just received the ten sets recorders and spectacles, and you have not even advised us of their despatch from New-York. We must insist upon having on each occasion an advice note containing a list of the goods sent, and the cases in which they are to be found.

2.

It must be obvious to you that in order to conduct our business on anything like reliable lines, we must have information direct from you instead of, as has been the case in regard to the shipment per "Othello", through third parties.

We hope you will endeavor to give this question of shipments your first attention, and so encourage us to regain our confidence in this connection.

Yours faithfully

W. C. LEWIS YOUNG
WRITTEN FOR THE NEW YORK TIMES
BY *W. C. Lewis*

10/27/29
English
10/27/29

Phono - Eng

TELEPHONE NO.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.

18th October, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

Am Oct 19/89

Dear Sir:-

Hand-machines.

Your cable says you do not make these, although I understood you to say that you did. In any case, I may state that the Graphophone people make the ones I explained to you, and I have just seen a gentleman who has one and uses it for dictating his letters while travelling in the train. He speaks of it in the highest terms. He also uses it when travelling for grapho-grams which he mails to his family. I certainly think you ought to have this form of machine for the Phonograph

Mailing-grams.

I hope you will make some of these on the plan of the Grapho-gram. They are using a very simple, and so far as it goes, a very satisfactory gram in a stiff paste-board box that carries it all right, and people are constantly coming here with them thinking they can find a Graphophone here upon which to hear them reproduced. Our grams break too easily in the mailing, besides the expense, although of course I am aware they are not intended for mailing purposes. Kindly write me with respect to the above, and whenever you adapt anything please make it somebody's business to send me a gram by every mail as it is quite the most effective thing we have to show. The only one I have received of the kind, soon got damaged in putting in and out of the box; besides the method of closing the box was, as you yourself expressed the opinion, too troublesome to be practical. It would do well enough between Agents, but hardly between the public. At any rate you said you could easily simplify that and you no doubt will; but until you do make some thing better I wish you would send

me one of these by every mail, with some good talk on it. -

Slipping-grams.

All the last grams sent have been most unsatisfactory. They slip badly, and certainly warp without any provocation. Batchelor explains that those sent me were "too fresh" and not sufficiently seasoned. If this was so, why were they sent? Please see that only the best is sent me in the future.

Yours sincerely

B. Batchelor

Best Bill:-

1924 Nov 17
"1924 Nov 17"
"1924 Nov 17"
"1924 Nov 17"

Photo - 507

Private

19 Oct 89

LITTLE-MENLO.

My dear Edison

My dear

I am very anxious over
this question owing to the
unusually bad behaviour
of the frames last week
those showed out the
grooves inside. Recent
letters from (official)
have explained yesterday
how they slip & warp.
but I have not liked
to speak as plainly

as I now feel it
necessary to do. glue
in a more intimate as
possible, and more
than in my own.

It is no doubt that the
slipping is chiefly due
to the wrapping as the high
place makes the line
or the style, or both
when both are in action,
cut so deep as to tear
the grain or the cylinder.

Whether the wrapping is
done recently or was
so when they left the
works I cannot say,
but the fast Worms
that for some time
past, indeed ever since
they came we have
not been able to make
a man without first
planning off several
times, frequently as
many as 5 times, or
with some as many as
7 times!! This when the

Gram is taken off, if
it & the cylinder are not
previously so marked
so that the gram may
be replaced exactly
where it was before
it was taken off - it
will again have to
be placed off
several times before
it can be used again
for recording!!!

2

LITTLE-MENLO.

Now it must be
perfectly evident that,
no matter how perfect
the mechanism of the
Photograph is, it
~~cannot~~ cannot be used and will
not be accepted by
the public as a com-
mercial machine
so long as the Grams
are as they are, and

require such a lot of
foolery with a
waste of time and
patience. And if
you can't make a
grain that can be
used at once it is put
on or make the matter
so that it will follow
the warp then we
should not call it
a "Commercial
Marking" or sell it

as such till you can
do so, for, as sure as
you live, if we do we
shall be disappointed
for the public will not
accept it as such, &
both your reputation
& the Phonograph
will suffer in consequence.
That you will ultimately
overcome this difficulty
I have not the least
doubt, but what I
am immediately

concerned about if the
present. All you and
the Photographs are on
a highly Picaresque of fame
& both must inevitably
suffer in the proportion to
the Photo. falls short
of realizing the expectation
so generously awarded
to it.

In conclusion I will only
add that if the Grahns
you are now showing here
the American & Denmark
are no better than those I
have shown you read.

3
LITTLE-MENLO.

No 2
This first appearance
in Public in those
Countries will damage
its reputation as a
"practical machine"
to a degree but will
redress its disappointment
to an incalculable
degree.

If you have any
better frames than
those sent me as a
letter from Ritchie's
within short time

would send "too good
"not sufficiently
reasoned" - then I shall
be only too glad to know
it, & I sincerely trust
you will give such
order as will insure
me in the future
against a recurrence
of the remedy for such
an explanation - I say
me to it in your own
interest that only the
best & latest of everything
is sent to me - 3/6 to do

that means "delay",
by all means let there
be delay! 'For better
"more delay" than such
advices and damaging
criticisms as would have
resulted from putting
out these grams I have
Now if you have no
other grams than these
& you do see your way
to better shortly, pray
do not send them to
Denmark & Holland
but wait.
The "new attachments"
so far as you greatly

improve the machine
for practical purposes
the only weak point
in the affair at present
so far as I can see
is the unreliable shipping
business.

Could you manage
some little attachment
that will hold the grain
in position when raised?

Any one without one what
he was dictating might
talk for hours without
showing that the grain was
slipping & not a word about
your device

Wm 1919 Phono - Song
TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 9,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Oct 20/19

*I Edison by
Orange.*

Dear Sir,

*It is absolutely
necessary that all shipments
should be advised, and that
we should know the contents
of the various cases without
having the trouble & inconvenience
of opening them. Will you
therefore order the Works to
give us a detailed list on
each shipment -*

*Shall we send the
works a copy of the A.B.C.
code, or will the copy you have
be sufficient?*

*Yours faithfully
J. G. Gausman
P. H. Gausman*

Phono - Day
TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE.
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

26th October 1889.

A. O. Tate Esq.,

The Laboratory,

Orange,

New Jersey.

Dear Sir-

We send you a code book which is very largely used and
trust that it will be of service to us mutually.

You will observe that we have fixed a cipher code which can
be used for any messages that you may desire to keep private beyond
the privacy already afforded by the cables.

On page x you will find examples of how to use this secret
cipher if it be required, but for ordinary business purposes we will
use words. We shall send a copy of this code to all our connections.

Faithfully yours,

Edison's Phonograph Co.

on receipt of code please
telegraph "Recidivate" so that we
can at once make use of it.

Mar. 25 '89

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE,
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Wm. T. A. G.

26th October 89

Thomas Alva Edison Esq
Orange

Dear Sir,

We now beg to inform you that we have received the goods ex "Colville" but they are not yet unpacked. We are pleased with the various improvements and the general get up of the machines. Will you please ask the factory people to keep the mahogany color of woodwork as dark as possible - approaching rosewood, as this is only the commonest articles in this country that are polished light. There is no explanation to be given except that of fashion and custom.

In your letter some
of the 50 ^{Sept} ^{you quote}
the following prices as being
the absolute minimum

| | | |
|---|------|---|
| N | \$44 | {concluding one
cell. Before they
or less \$3 |
| E | \$50 | |
| T | \$48 | |

I will thank you to
see that these prices have changed
in future and that an
amended invoice for the 50
machines & supplies is sent
forthwith together with a credit
note for the difference.

There is one barrel
missing which please make
enquiries about & let us know
result. We have only rec'd
15 instead of 16 barrels &
if not found charge up to
shippers on carriers.

Faithfully yours
J. B. Hammond
in Thyng

atom-59

TELEPHONE NO.
3,200.

EDISON HOUSE (A),

NORTHUMBERLAND AVENUE, LONDON, S.W.
26th October, 1889.

T.A. Edison Esqr,
Orange,
New-Jersey,
U.S.A.

ack. Nov 12/89
e. e. 2

Dear Edison:-

I beg to confirm my cable of yesterday:-

Noside New-York,

After three weeks negotiations
"powerful Syndicate Berlin Bankers probably including Siemens
"offer immediate cash bonus Fifty Thousand pounds for half cash
"and shares they get for us from German public Companies they
"will form on terms of your approval. I advise accepting.
"Committee leave tomorrow. Answer quickly"

and acknowledge receipt of yours in reply:-

Gouraud Norwood,

Is it for Germany only. Is that
"Siemens certainly in it. Is Grapho mixed with it." so that to
to which I replied to-day as follows:-

"Only Germany. No Grapho. Siemens certainve
"if can make for German Company only on terms of your approval.
"Dont hesitate".

It is not intended that the contract between us
and the Syndicate shall be in any way public; and it may be that the
Syndicate will be registered in England in order to avoid making known
in Germany the members of it, or the conditions of their participation
in the profits to be derived from the formation of a German Company.

The effect of this arrangement will be that we
will receive £50,000 as a bonus for giving the members of the Syndi-
cate one half of what we subsequently receive from the German Company

or Companies which we may form with their assistance. Their idea is to bring out a large German Company which would form subsidiary Companies on the American plan. By adopting this plan it will be unnecessary to disclose under the German law, as would otherwise be the case, the participation they receive from us in consideration of their assistance and the £50,000 they pay us for that participation. This method they prefer because of some objectionable features in the new German law regarding public Companies.

I am told that all the members of the proposed Syndicate are wealthy Bankers. Siemens at first refused to have anything to do with it, and tried to prevent the formation of the Combination. He told Mr Quellmalz - the Dresden Banker who is getting up the Syndicate, and who was one of the earliest to communicate with you from Dresden, and who is a most energetic and able man - that he would join the Syndicate if he could have the manufacturing of the machines for the public Company; and Quellmalz tells me that Siemens Lawyer attended one of the meetings of the Syndicate and intimated to him in very plain terms that if Siemens & Halske did not have the contract for the manufacturing of the machines that we should have their opposition. The Syndicate are anxious to have Siemens join, and see no objection to his firm manufacturing for the German Company on terms acceptable to them and ourselves, but the intention is to complete the Syndicate with or without Siemens, and having completed the Syndicate the question of manufacturing can then be settled. You are aware that the Phonographs have to be made in Germany after 3 years, so that to keep the first Patents alive manufacturing will have to begin next year.

The Graphophone people have been in Berlin making a good deal of stir, and it is with no little difficulty that we have succeeded in making this combination in spite of them. They are showing a very good instrument apparently, and talk about their low price of cost of manufacture and consequent low price to the public.

I am anxious to close this business promptly and trust there will be no delay in your reply. The Committee are returning to Berlin to-night taking with them a sample of each of our machines. I shall follow them early next week and close the business while it is hot.

I tried to make the cash larger, but the negotiations finally resolved themselves into the amount named or nothing, and I regard it as a very good transaction everything considered. If we

3.

did not close with these people it would be difficult for us, if not impossible, to get on with any fresh group in face of their having abandoned it.

My idea is that, until arrangements for manufacturing are completed satisfactory to yourself and after we have been paid our £50,000, the Phonographs shall be furnished by you on the same terms as you furnish them to the American Company, viz:- cost price, labor and material and 20 per cent.

Yours sincerely,

G. L. Farnham

ATLANTIC CITY, N. J.

OUR OFFICE

[FROM GEORGE E. GOURAUD]

phone - 29

EDISON LABORATORY.

TELEGRAM.

Oct 26th 1889

From London

Conf. Oct. 27/89

To Edison. Orange.

Only Guzman no graph Siemens certain
if can make for Guzman Conf on terms
of your approval don't hesitate

845

~~Use the adopt~~

If Siemens manufacture, and Company agree
to adopt American standard, make no
changes for ten years without my
approval, + you deduct no expenses
from any receipts, as mine exceeds
yours twice over ^{with judiciously} and ~~that so~~
~~the of all receipts from transaction~~
~~with~~ ~~of~~ ~~fully~~
and no graphone Co called
phonograph Co. Sell in no other
country and abroad.

Handwritten signature/initials

~~Reside London~~ Howard Woodward
If Siemens manufactures and Company
agrees adopt American standards
making no change for ten years
without my approval. Sell only in
Germany incorporate name Phonograph
form no connection with graphophone
no deductions from my proportion
as my expense outside factory
investment already double yours
and if I net two fifths of all
present and subsequent ^{gross} receipts
of transaction and satisfactory
contract drawn think I would
have no objection -
Edison
Comp'd Oct. 31/89

Received
-Edward Weston-
Thom McElhenny
Thomas H. Edison
6

Signed
George W. B.

[GEORGE E. GOURAUD TO EDISON?]

01ms-52

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 61 New St.
" " 444 Broome Street
BOSTON " Post Office Building
HALIFAX " Queen Buildings, Hollis St.
LONDON " 84 Throgmorton Street
LIVERPOOL " D. O. Exchange Buildings.

CABLE OFFICE
40 Broadway.
NEW YORK.
OCT 28 1889

\$ 94

No. 10

No. of Words 10

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 11.6 M.

From London To Noride N

Cable numbers each
phones graphs in
use america

[Handwritten signature]
189

Phons - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE
NO. 3250.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be marked

Oct. 29-89.

Edison Phonograph Works:-

Dear Sir:-

The art. in receipt of
shipment by freight forwarder, per ship, of
first inst. forty nine cases (43) & fifteen
of barrels in all without a list of the
contents of these cases & casks which has
rendered it necessary for me to open
almost every case in order to find mate-
rial required to fit up three machines.

This entails a very considerable
amount of labor, trouble & time which
might be obviated if we were in re-
ceipt from you of a proper shipping
advice.

I have had no answers to my former
letters of enquiry etc. in relation to this
business. Your attention to my corres-
pondence will oblige yours
H. C. Brown

Phon. Eng.

TELEGRAMS AND CABLES,
"PHONOGRAPH, LONDON."

ms
Nov 18/89

TELEPHONE,
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



31st Oct 89

Edison Eng.
Orange

West Jersey

Dear Sir,

We understand that there is an attachment for main shaft and special recorders & repeaters, for making a record of time, the usual length — If this is practicable, kindly send us a sample set, north shipment, kindly keep us posted in what is being done at Franko.

Yours faithfully,
J. B. Hammond
J. B. Hammond

Shore - 1899

TELEPHONE AND CABLE
"PHONOGRAPH, LONDON."

Telephone
No. 3,200.

Ans
Nov 12/89

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, E.C. 4

Thomas Alva Edison - Esq
Orange,
N.J.

Dear Mr. Edison,
I am writing to you
with the possibility of using an
electric lamp for the lighting
of the Edison house instead of the
gas - I could not find this to be
an advantage - I feel sure that
the Edison house will be dis-
posed for the introduction of this
new device.

My house will be glad to know
that a debate on the Phonograph
has been of all kinds occupying me
for nearly four hours and it
was by far the best by merely a nation
operator without error - The last
week or two we could not use
the Phonograph in account of the
warping of the blanks and
the ~~reluctance~~ ~~unwillingness~~

• **Summary:** *See above*

$$2\text{H}_2\text{O} + \text{Cl}_2 \rightarrow \text{H}_2\text{O}_2 + 2\text{HCl}$$

EDISON'S PHONOGRAPH CO.

I have just received your letter of the 10th inst. and
 am glad to hear that you are well. I am well and
 hope you will be the same. I have just received
 your letter of the 10th inst. and am glad to hear
 that you are well. I am well and hope you will
 be the same. I have just received your letter of
 the 10th inst. and am glad to hear that you are
 well. I am well and hope you will be the same.

Phone - Eng

TELEPHONE NO.
3,200.

EDISON HOUSE (A),
NORTHUMBERLAND AVENUE, LONDON, S.W.

8th November 1889.

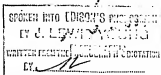
J.C. English Esq,
Edisons Phonograph Works.
Orange.

Dear Sir.

We are much obliged by your letters of the 30th October and the information contained therein. Colonel Gouraud is leaving for America to-morrow and he will ~~know~~ doubt confer with you in regard to the future shipments of machines & etc. Will you take a note to send us in each case a detailed invoice of the goods you are forwarding to us stating on it the cases in which the various articles are packed.

Faithfully yours.

Henry Young
Gen'l Manager.



Phone
or

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 61 New St.

" " 444 Broome Street.

BOSTON " Post Office Building.

HALIFAX " Queen Buildings, Hollis St.

LONDON " 34 Throgmorton St.

LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE.

40 Broadway.
NEW YORK.

NOV 8 1889

No. 19174

No. of Words 5

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 12 8 P. M.

From London

To Proside ny

Sharring misturarel taught

RECEIVED

NOV 8 1889

Ans'd 188

No inquiry respecting this Message can be attended to without the production of this Paper.

Phone or

EDISON LABORATORY.

TELEGRAM.

From

Nov 8
Conf'd Mr. F/E

889

Howard Norwood

Code book not to hand

Can't interpret your cable
of today

Edison

TELEPHONE,
No. 3200

Private Letters
to Nelson marked

Yours sincerely,
New Good-bye and God bless you

~~laboratory, [illegible]~~

Let there be no jiggery pokery business and then we shall have one of the best things in this world. There is nothing advertised in Europe like the 'Phono except the crucifixion.] Lord forgive me for my irreverence. But its a fact.

I should like to have a line from you when you can steal a few moments from your busy life.

There is a gentleman named Garland - a particular friend of mine and a thorough business man, who is coming over to see Edison about the Australian business. He has hung around here for four months- E saw him here- trying to do business with the Colonel but the latter could not make up his mind to anything definite as in a business shape. Of course, this man, who is an M. P. and a big pot in Australia, does not want to go on the buy a hundred machines game, but desires to fix up things so that he can form his companies to carry on a big thing. I hope you will do all you can, and I know you have a great share in the deliberations, for him. You will find Garland a splendid fellow and a man you can trust. It seems peculiar for him to go over but he feels that nothing satisfactory can be done here in the present state of things, and thinks that E's presence will make matters right. He does not want us to give him anything but on the contrary, will do more than we expect of such a man, and requires only fair remuneration. That's a lot about one thing.

THE UNIVERSITY OF CHICAGO

Edison House "B", Northumberland Avenue

As regards the preface to my book, I find that the wrong

Will you ask Mr English at the ~~Phono Works~~ to send me pars

Now good-bye and God bless you ~

Yours sincerely,

0.05% 0.05% 0.05%

12/10/50

For my reverence, But its a fact.

There is a gentleman named Garland - a particular friend

big pot in Australia, does not want to go on the boy's hundred

• Wild

ans
Nov 27/89

Paris - Eng. A.

2 Copthall Buildings
London 13th Nov 1889

Dear Mr Lutz

I was equally sorry I did not see
you again before you left Paris, but quite anxious
that something had come in the way of your keeping
your engagement with me, & hope I shall be some
profitable next time.

Knowing that the most effectual way to reach Mr
Lizian is through you, I wrote a letter asking for your
personal aid, and by you will do me the favor to direct
his attention to its subject matter, so that immediate
action may be taken on it. I am free to confess that
I am most indignant at Mr. Lutz's treatment of me,
for as far as I know, & old, his disposition to shirk every
arrangement, I did not believe he would dare trust me
as after the precautions I had taken to prevent my being
placed on a false position. It is well that he has
in the photograph something that cannot be spoken,
otherwise he would soon have a bad egg on his hands,
but that is reason why he should make himself a
stumbling block to the photograph getting into practical
service.

Yours truly

Wm. Lutz

My able copy address is "Rochester London"

[ENCLOSURE]

Photo Engraving

2 Copthall Row
London 13th Nov 1889

Thomas A. Edison Esq
Orange New Jersey
Dear Mr Edison

Wm. Taylor Garnett Esq. for-
printer of the Manchester Guardian Evening News &c
who has one of the best of the best engraving
establishments in this country, has just received a
full equipment of "Home" machines and deposited one
to ascertain from Mr. Garnett if they could have pho-
graphs immediately to send the "Home" they now have
in connection with their Editorial & Repertorial depart-
ments. They undertaking to comply to the terms of
purchase or rental of the photographs when such
are determined. I accordingly said Mr. Garnett who
assented at once, but, fearing from his peculiar methods
that some unpleasant hitch might arise, I iterated, &
certified that I did not want any mistake or mis-
understanding, and if that was any chance of him
changing his mind he must say so then. But he de-
clared positively, the "Guardian" people should have all
the photographs they desired without any delay, and
suggested their sending a young man here at once
to be instructed in the use of the instrument.

I imparted this to Wm. Taylor Garnett Esq. and

[ENCLOSURE]

naturally felt much interested when informed on Saturday that Col. Jewand had left positive instructions with Dr. Young that, with one exception in his favor, no phonographs should be permitted to leave the office except for exhibition or lecturing purposes. I requested Dr. Young to telegraph Col. Jewand, & inclosed is copy of his reply. Mr. Col. Jewand had no objection, and has given me reasonable grounds for repudiating the arrangement made through me with Messrs. Taylor, Gamett & Co., whose immediate prospect was of the phonograph and pronounced advertisement of their employment thereof, will rather advance than retract the order, your draughtsman agent, otherwise he may be disappointed. I protest against such an unbusinesslike procedure on the part of Col. Jewand which places me in a false position, and now, such possible, belittles your great invention, and I confidently appeal to you to have me set right in the matter, by shipping by a dozen phonographs to Messrs. Taylor, Gamett & Co. above, or calling instructions here to deliver what phonographs they may desire, & I pledge myself to obtain from them an undertaking to use the instruments solely in their business, & to conform to the terms of purchase or rental when such are established, & not to use them for exhibition or lecturing purposes, which seem points of great importance to Col. Jewand.

Yours truly
 Wright Hamill

[ENCLOSURE]

Copy

Amard Royal-Mail Steamship London:

"Marchetto Garavini must wait till I return -
' as we can't put out any machines in Marchetto
' till we have an agent there. We appoint an
' agent immediately I return & his first business
' shall be to do the M.G."

J.R.G.

// If there is any force in the above, Garavini
must wait till the time he stated to me that the Marchetto
Garavini must positively have the photographs without
delay, and he had no right, a claim of right to give
me such assurance, & then repudiate it in the
shabby manner he has done.

Wm. Hamilton //

RECEIVED
NOV 23 1888
EDISON'S PHONOGRAPH CO.
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON, W.C.

Private Letter
to be so marked.

Nov. 13th 89.

Edison Phonograph Works.

Dear Sir:—

Regulators Each regulator of all the thirty treadle Phonographs in your shipment to us have proved defective & failed to govern until repaired. I found in every case that either the key on the shaft fitted too tightly the slot of the regulator friction disc, or the holes in the screws which secure the springs to the friction disc had worn on the inside making the disc bind on the shaft.

Battery Zincs

The Edison Bichromate Cells very often become very hot from local

TELEPHONE AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

action, both air & steam at a great rate.
it is due to the zincs proved by the
fact that re-amalgamating them stops
the action. I should judge that
one out of every six is right able too.

Re. & Rep.

By fastening the Re. & Rep. -
needles to thin diaphragms with beagles.
I find they hold much firmer.

Am just in receipt of the
knives which I was in great need of.
Some cases & eleven barrels from

you came in this week.

I am in much need of car-
+ pieces as per my order of the
24th inst. No 132 which please send
early as possible addressed to

Yours truly
H. C. Hamilton

16 Nov.
1888

Phono. Reg.

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEGRAMS
NO. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

28th November 1899.

T. A. EDISON, ESQ.
Orange.

New-Jersey. U.S.A.

ack Dec. 7/99
copy sent to
Dyer & Seely

Dear Sir,

In the absence of Colonel Gouraud, we opened your letter addressed to him of date 8th inst., which refers to the Patent matter CASE 91.

By the same post we received from Messrs Dyer & Seely the Specification and Drawings, together with various Powers of Attorney, which we are sending to our Agents, with the request to expedite the filing of the patent in the respective countries, consistently with efficiency as regards translation etc.

The Provisional Specification for England will be filed by our English Patent Agent to-morrow, and we do not anticipate any great delay in the filing of the Continental Patents, especially France and Germany, as all the necessary documents are in the Agents hands.

Yours faithfully,

EDISON'S PHONOGRAPH CO:

J. M. Mason

[FROM GEORGE E. GOURAUD?]

Trans-
By

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

| | |
|-------------------|-------------------------------|
| NEW YORK OFFICES, | 40 Broadway & 61 New St. |
| " | " 444 Broome Street. |
| BOSTON | " Post Office Building. |
| HALIFAX | " Queen Buildings, Hollis St. |
| LONDON | " 34 Throgmorton St. |
| LIVERPOOL | " D 6, Exchange Buildings. |

CABLE OFFICE
40 Broadway,
NEW YORK.
NOV 26 1889

No. 141725

No. of Words 4

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 10 48 M.

From London To Late Roside Ny

Salaried

RECEIVED

NOV 26 1889

Ans'd 188

[EDISON'S PHONOGRAPH CO. TO EDISON. DECODED VERSION FOLLOWS.]

Phone-
Eng. **The Direct United States Cable Company, (Limited.)**

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.
" " 444 Broome Street.
BOSTON " Post Office Building.
HALIFAX " Queen Buildings, Hollis St.
LONDON " 34 Throgmorton St.
LIVERPOOL " D 6, Exchange Buildings.

CABLE OFFICE
40 Broadway.
NEW YORK.
NOV 27 1889

No. 16371

No. of Words 28

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 12 36 p.m.
From London To Rosde N

RECEIVED

NOV 27 1889

Slight mistransl 25 bugbear
10 buggy 2 buglehorn
15 bullrag 12 bullock
500 building 12 samples
musical recording reproduce funerals
supplies inform gourd

[DECODED VERSION OF PREVIOUS DOCUMENT]

Notes

Call Address "Edison, New York"

From the Laboratory
of
Thomas A. Edison.

Subject

Orange, N.Y.

Keight's Shop earliest possible of material
(Mr. Keight) Mr. Keight
Borden 25 motor phonograph
Borden 10. Trade
(Borden) 4 Elec. Light
(Borden) 15 Edison # 66 Batteries complete
(Borden) 12 Edison K. Chromatic Batteries
(Borden) 500 Blanks for Office use
12 Samples musical recording
reproduce full funnels
Supplies Inform General

[EDISON'S PHONOGRAPH CO. TO EDISON?]

phone - 509

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 61 New St.
 " " 444 Broadway Street.
 BOSTON " Post Office Building.
 HALIFAX " Queen's Buildings, Hollis St.
 LONDON " 34 Throgmorton St.
 LIVERPOOL " D 6, Exchange Buildings.

40 Broadway
 NEW YORK
 DEC 3 1889

No. *9072*

No. of Words *8*

The following **CABLEGRAM** received "VIA DIRECT CABLE" at *8:17* M.

From *London*

To

Noride NY

*May we have exposition
 musical panels*

*Ans'd
 Conf'd Dec 7/89*

RECEIVED

DEC 3 1889

Ans'd 188

Chas. Eng

TELEGRAMS AND CABLES
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Am. Dec. 27/89

Dec 11th 1889

A. O. Tate Esq.,
Edison's Laboratory,
Orange,
New Jersey.

My dear Tate:-

I am extremely sorry that the cable message was not capable of interpretation; but you will notice on the first page of the code that the "singular, plural, masculine, and feminine are implied.

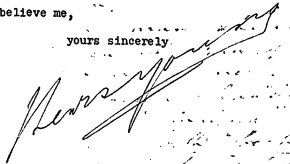
Colonel Gouraud told me that he would get through his business very quickly, as he felt sure Mr Edison would be agreeable to his proposals, and in that case he would be back by the same Steamer; I had an important matter in hand which necessitated my knowing whether Colonel Gouraud had sailed or not, and so I cabled to you thinking that you would probably know all about it.

I hope that all the negotiations that have taken place have been carried out to the mutual satisfaction of all concerned; you know how eager we are for real business, and how far the market is prepared to receive the Phonograph, which I am glad to say has been re-modeled, and I hope improved thereby.

Tate.

With kind regards, and hoping that you and yours are well,
believe me,

yours sincerely



Henry James

Phono - Eng

Order passed to
Phono Eng,
Dec. 20/89

74 Marston Ave
NY
Office of the Edison Phonograph Company,

120 Broadway,

New York, December 14th, 1889

T. A. Edison, Esq.,

Orange, New Jersey.

Dear Sir:

Verbal instructions

I confirm a ~~substantial~~ standing of some days since, upon which, at your suggestion I cabled to ^{London} Holland and Denmark advising that the Phonograph should not be distributed until the Phonograph proper, could be substituted for the new improvements with single diaphragm. I find that some had already been disposed of, but there will be no difficulty in effecting the desired exchanges, to which end I beg that you will forward ^{with care} ~~them~~ by possible despatch, the necessary material, that is to say, 50 to Reubens, Copenhagen and 25 to Stieltzges; also 50 to Edison House, Northumberland Avenue, London, observing the same shipping instructions as in the case of previous invoices. Kindly advise me to this address, of shipments as made.

I hope that the 10 machines, or Phonograph parts of same were shipped to-day as promised by telephone; these were to go to London.

As regards the remainder of my order for One thousand, in connection with which it was understood that shipments of 25 per week were to be made after the first one hundred. I beg to say that I am prepared to take deliveries on account of the same as rapidly as you can deliver them. Kindly let me know at what rate I may count upon receiving them and I will give you shipping instructions accordingly.

Yours truly,

G. S. Yonson

[EDISON'S PHONOGRAPH CO. TO EDISON?]

Phone - 519

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.

| | | |
|-----------|---|-----------------------------|
| BOSTON | " | 444 Broome Street. |
| HALIFAX | " | Post Office Building. |
| LONDON | " | Queen Buildings, Holles St. |
| LIVERPOOL | " | 34 Throgmorton St. |
| | " | D 6, Exchange Buildings. |

CABLE OFFICE

40 Broadway
NEW YORK.

DEC 17, 1889

No. 6925

No. of Words 4

The following **CABLEGRAM** received "VIA DIRECT CABLE," at 9.2 A.M.

From London

To Noside N.Y.

Salaried Colonel

Confirmed
Dec 23/89

Phone - 519

The Direct United States Cable Company, (Limited.)

Head Office, Winchester House, 50 Old Broad St., London, England.

NEW YORK OFFICES, 40 Broadway & 51 New St.

| | | |
|-----------|---|-----------------------------|
| BOSTON | " | 444 Broome Street. |
| HALIFAX | " | Post Office Building. |
| LONDON | " | Queen Buildings, Holles St. |
| LIVERPOOL | " | 34 Throgmorton St. |
| | " | D 6, Exchange Buildings. |

CABLE OFFICE

40 Broadway.
NEW YORK.

DEC 17, 1889

No. 21325

No. of Words 5

The following **CABLEGRAM** received "VIA DIRECT CABLE" at 7.66 P.M.

From London

To Noside N.Y.

Slurring new phonograph

Confirmed
Dec. 25/89

Phono-Eng

EATON & LEWIS

S.B. EATON
EUGENE H. LEWIS

Law Offices

711 Broadway (EQUITABLE BUILDING)

Dec 19 1891
New York D.C. 18, 1892

A.O. Tate, Esq.,

Dear Sir:

Col. Gouraud tells me that he sent you about a month ago a certified copy of his contract of October, 1887, with Mr. Edison relating to phonographs. This is the first I ever heard of it. We have been trying for a long time to find out with certainty that this contract is according to his files.

Will you kindly send me the above document by return mail so that I may have it for use in connection with the contracts relating to the Edisons United Phonograph Company.

Very truly yours,

S. B. Eaton

THE EDISON MACHINE WORKS.

PRIVATE TELEPHONE LINE.

CONFIRMATION OF MESSAGE.

NOTE—This confirmation should be checked with the original message immediately on receipt. It will be assumed to be correct unless advised to the contrary by telephone.

| Name of Person Sending. | Name of Person Receiving. | Time. | Date. |
|-------------------------|---------------------------|-----------|-----------------|
| Ware | Mr. Tate | 5.25 P.M. | Dec. 18th, 1889 |

From whom received: Mr. Insull, Edison Machine Works, New York.

To whom sent: Mr. Tate, Edison's Laboratory, Orange, N. J.

The decision of the Attorney General and the receipt for the 600 pounds are somewhere at Orange. They must be there, as Gouraud sent copies, and it is very important we should get them, as their absence is blocking the negotiations. In addition, there is a letter from Waterhouse & Winterbottom on the subject of the Stereoscopic Co's claim. We had a letter from Burcham and Co., on the subject, but what we want now is the letter from Waterhouse & Winterbottom.

Photo - 57

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE:
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.

Private Letters
to be so marked.

Recd Jan 6/1890 Dec. 20-89.

Dear Tate:—

You will know what
to do with the enclosed receipt
for the "Original Phonograph."
from the South Kensington Museum.
If necessary please forward it
to Hammer or inform him of
it as I do not know his address,
+ oblige.

Yours very sincerely
A. McC. Hamilton

Thos - Eng

TELEGRAMS AND CABLES.
"PHONOGRAPH, LONDON."

TELEPHONE
No. 3,200.

EDISON'S PHONOGRAPH CO.,
EDISON HOUSE "B," NORTHUMBERLAND AVENUE,
LONDON,
W.C.



Dec 23rd 1899.

T. L. Edison Esq.,
Orange,
New Jersey.

Dear Sir:-

I beg to acknowledge your cable as follows:- Colonel
here- new Phonographs a few days.

faithfully yours,

J. L. Young.

faithfully yours,

J. Lewis Young
General Manager.

Orange, N.J.

[SAMUEL INSULL TO ALFRED O. TATE?]

MEMORANDA AS TO LETTERS OF INTRODUCTION.

KINGSBURY.

He has no relation with Gouraud, but used to be with him, Kingsbury, in Gouraud's office. He is thoroughly posted as to Gouraud's methods, and may possibly be friendly with Gouraud. He is quite talkative, well posted and known well by P.S.Dyer. You ought to be able to get from him a great deal of general information. I found I was able to when I was in London last.

VERITY.

Verity is by no means friendly towards Gouraud, but will do almost anything for us. If Gouraud is dealing with Spencer Balfour, Sir Geo. Elliot, or any of the same crowd, you can probably get a great deal of information from Verity. As to the exact composition of this crowd, you can find out in conversation with Verity, or by looking up the Electrical Companies, whose Board of Directors contains the names of the above named gentlemen, including Verity. You can get this information of ^{Directors of} Companies from a book called the "Directory of Directors", which is published I think in the month of April of each year.

When Verity was here he wanted to buy the Phonograph for Sir Geo. Elliot, Spencer Balfour, etc. It is just within the range of possibility that these same people may be interested with Selligman, as at the time we were negotiating with

2.

Seligman here, I cabled Verity to know if his friends were interested with him, but so far as I can recollect we have never had a reply. You will find Verity very talkative, and although he tries to be quite mysterious, you can get a great deal more information out of him, than you need give.

M. M. MOORE.

He used to have relations with Gouraud years ago. Although they are, so far as I am aware, friendly, I do not believe they are at all confidential; but it is quite possible that Moore may be interested with Gouraud. I know that personally he does not admire Gouraud's methods, and although I would not be inclined to treat him with very great confidence, I am sure that were I in London I could get a great deal of information out of him, if he has any. *Edman has a phonograph contract with Moore - see what he is doing*
PARRISH.

He was largely interested with Gouraud in connection with the exploitation of the telephone. He made a great deal of money out of Gouraud in connection therewith. I have gained the impression, but from what source I cannot remember, that Gouraud intended to try and interest Parrish in the Phonograph. Parrish is the largest stock holder in the telephone business in England.

36

WATERHOUSE

I very much question whether he is acting as Mr. Gouraud's Attorney. He may however, figure in the Phonograph, in connection with the disclaimer of the old Phonograph, because he is Attorney for the Telephone Company, for whose benefit the original Phonograph was disclaimed. I consider him the second best for legal advise, owing to the fact that he is acquainted with Gouraud's methods, and understands the general Edison situation in England.

RENSHAW.

If Renshaw is not acting as Mr. Gouraud's Attorney, he is the very best man to advise you. For several years he was quite intimate with Gouraud, and understands his methods thoroughly. Knows everybody financially in London. Probably by the time you get to London, we shall cable you with relation to one or the other of these two Lawyers, and if we instruct you to go to one for legal advise, I do not think it would be desirable for you to present the letter of introduction to the other. After thinking the matter over a little further, I may decide to cable each of them, asking whether he is Gouraud's Attorney.

GENERALLY.

Owing to the great length of time since I have had any personal talk with the above people, if I were going to London myself I would not show my hand in any way to anybody. I simply give you these letters in the hope that it may help you to get information. You will find John Verity, the most talkative, because like most young men, he is very anxious to show that he is extremely well posted, and acquainted with a great many big men.

MEMORANDA AS TO INFORMATION WE SHALL REQUIRE IN NEW YORK
TO JUDGE OF MR. GOURAUD'S PROPOSITION.

If Gouraud offers a lump sum in cash, confine it if possible to the smallest territory, thus giving us an opportunity for further dealings with him on outlying districts.

Of course if the purchase is made privately by a syndicate, they will want to include the whole world outside United States and Canada, but if it is made with a Company to be brought out, that Company will certainly, in the first place not include anything more than Great Britain.

It is just possible that Gouraud may dicker with Mr. Edison for a price to include the whole territory, and then turn around and sell to an English Company for the same, which would leave everything outside Great Britain to him, at next to a nominal cost.

If the deal is with a private syndicate, we must know whether ^{they} purpose to pay the cash down, or whether they purpose extending the payments over a period. In case of payment by installments, we shall want to know who shall be guarantees of the payment. If Gouraud wants to bring out a Company, we should want to know his proposed directors, and you would have to cable their full names. The Bankers, brokers, lawyers, accountants and officers of the proposed Company. Also whether the proposed Company is to be underwritten, and what Stock Exchange people would act as underwriters. We would also want to know whether other parties outside Gouraud should benefit from the purchase money. I consider that Mr. Gouraud would have to pay these other parties, and

not Mr. Edison, although I have not the contract at hand to make sure. Do not forget to get from Gouraud as soon as you arrive, copies of his contracts.

In relation to any orders Gouraud may give for Phonographs, ~~for any companies these records~~, we will only accept the order provided payment is authorized in New York on presentation of invoice and bill of lading.

Don't forget La Nature—
Lumborgot phons
"Culling Wax"

Cable addresses

Insull

New York

Plans

(1889-10)

GOURAUD'S PLAN FOR COMPANIES.

... assigned to each of them to the end of the year
... Model same as America. Separate Company for each important
country under his agreement.

C o n s i d e r a t i o n .

Fair proportion money and shares, and
fixing for first year's operation minimum and maximum number
phones. to be ordered and supplied.

G. & E. to hold all shares issued to them by sub companies (1/3
of share capital being maximum under English Stock Exchange
rules) and out of cash consideration to purchase sufficient number
additional shares to control sub companies.

G e n e r a l P o l i c y .

To be left to respective companies
to decide as to selling or renting instruments

E n g l i s h C o m p a n y .

Machines to be rented only.
Patents not to be sold to a parent company but retained by
"ourselves." and licensee companies to be formed thereunder.

Sub companies to buy and own phonographs at prices to be agreed.

From cash payments received from different companies "fighting
fund" of from £25,000 to £50,000 to be formed, to be placed in
trust during term of patents, income from which to be paid G. & E.

as accrued. Principal in part or whole to be applied when necessary for protection of patents. This to enable E. & G. to discriminate as to litigation, and give them selection of lawyers.
to enter under this agreement.

WARRANTY: I hereby warrant that the above described goods are of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.
*SPECIAL WARRANTY: The above described goods are warranted to be of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.
*TYPING: The above described goods are warranted to be of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.
*COUNTRY: The above described goods are warranted to be of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.
*ADDITIONAL: The above described goods are warranted to be of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.
*REMARKS: The above described goods are warranted to be of the quality and quantity represented on the invoice and are free from all defects and claims of third parties.

W. E. G. & Co.

1000 Broadway, New York, N. Y.

Telephone: 1000 Broadway, New York, N. Y.

Respectfully,
W. E. G. & Co.

W. E. G. & Co.

W. E. G. & Co.

W. E. G. & Co.

W. E. G. & Co.

Phone - 507

GOURAUD WANTS TO KNOW:-
GOURAUD'S P.

- (1) Are new phones, as loud as old ones?
- (2) Number of phones, he can rely on in monthly delivery beginning with June.
- (3) Maximum prices.
- (4) Motor machines ✓
Motor machines electric lt. circuit. ✓
Treadle machines. ✓
Reg. Chromate battery.
New oxide (various sizes)
- (5) Re combined motor and treadle.
- (6) What phones, has Gouraud had? Are they same as those sent to N. A. P. Co.?
- (7) Confirm these:

We are now making practical commercial machine.

We are satisfied with it and make no further change.

There are 700 in hands of public giving satisfaction.

Price of first 1,000 to N. A. P. Co. will not exceed \$45.00, actual price to be determined later by books.

Want his orders and can fill at rate of 1 or 100 per week.

- (8) When will he receive a commercial phonograph.
- (9) Price to G. same as to N. A. P. Co.
- (10) Last 10 machines sent Gouraud are unsatisfactory. What were these?

GOURAUD'S COMPLAINTS.

- (1) Great irregularity.
- (2) Diaphragms easily broken. All broken thus far.
- (3) One cell seems too little. Two too much.
- (4) New machines less to be relied on than previous machines received.
- (5) He don't want any more phonographs involving experts.
- (6) Prefers phonos. made under case 90.

1889. Phonograph - Foreign - Frazar & Company (D-89-60)

This folder contains correspondence and other documents relating to phonograph sales agencies in China, Japan, and Korea. There are also letters about the presentation of phonographs to Chinese and Japanese government officials and about the search for wax to use in phonograph cylinders. Most of the correspondence is by Everett Frazar, Edison's phonograph agent in Japan and China.

Approximately 80 percent of the documents have been filmed. The following categories of documents have not been filmed: routine correspondence concerning the shipment of orders; other routine business correspondence.

Related material can be found in D-89-41 (Electric Light - Foreign - General).

Phone - China.
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,

124 WATER ST.

NEW YORK, Jan. 2nd, 1889.

Thos. A. Edison Esq.,

O r a n g e /

Dear Sir:

I have today received a cable from Yokohama in which my house recommends that I procure from the Japanese Minister phonograph letters to prominent officials in Japan, the same as have already been given in connection with the graphophone. Mr. Tate has promised to call tomorrow, when I will discuss this matter with him.

Yours very truly,

Everett Frazar
pp Wallace Rich

Needs Kniggle
Phon. Wks. Lett.
from Oron. Hall Bk

~~500,000~~
~~100,000~~
Schumacher
~~750~~
Note ~~100,000~~

~~750,000~~
~~100,000~~
~~1,000,000~~
190
149,000
651

Photo. taken

*Recd
Jan 16/14*



THE GRAND PACIFIC HOTEL,
DUANE, PARKER & CO. PROPRIETORS.

Parlor 1.

Chicago, Jan'y-14, 188*8*

Mr. A. O. Tate,

Laboratory, Orange, N. J.

My dear Tate:

Mr. Chas. Gould, of the North-American Phonograph Co., was very desirous of going to China with me. He seems to be a very clever kind of a fellow, and if he understands the machine thoroughly - as I believe he does - I should imagine he would be a very good man for Frazier & Co. to obtain the services of. He is of good address and calculated to produce a good impression.

The Washington Capital of Sunday had a short article in relation to the graphophone in China and Japan.

I will be in Chicago at the Grand Pacific Hotel for the next ten or twelve days. Will be glad to hear from you.

Yours very truly,

Spillane

due
Re Photograph
New York, 17th June 1889.
My dear Mr. Pate.

This AM I have my
Japan letter to Arabie's folks Dec 29-
Mr. Fiddley writes about the photo. affair.
"Mr Austin Kero is the Graphophone
Agent here, actively canvassing &c.
has brought out some very taking eye-
inders, with stolen letters from the Jap-
anese Minister in Washington, and from
others now in Washington, who are well
known in Japan. This will give him an
excellent introduction to the Government
and our U.S. Minister Mr. Bullard, is
much interested in the matter, -
so far as I can learn, this Graphophone
"must be simply a piracy on Mr Ed-
ison's original photograph" -
Please read this letter to Mr E,
and ask him for any suggestions as
to my taking prompt steps to obtain
from the Jap Minister in Washingtn,
the Jap Consul General here to deliver
proper letters of invitation out to Japan
thru by our Agent, have you one of the
Ed. phone in Washington with an
operator here, and could he make

after getting the "stolen" letters, or not? I don't believe
anybody would be so stupid as to let the matter go. I don't know

China



THE GRAND PACIFIC HOTEL.
DRAKE, BURKEN & Co. PROPRIETORS.

Parlor 1.

Chicago, Jan'y 18, 1889.

My dear Tate.

I have your letter of Jan'y 16th, which was rec'd shortly after I wrote you yesterday. I feel very sure that Mr. Gould does not possess the qualifications which you desire. Concerning Mr. Gould's qualifications on the phonograph - I would have you thoroughly investigate that before giving him employment anyway. My idea was that if Gould's qualifications were such as would fit him for the position, he is a man of good address and considerable business ability, and he would perhaps be a good man to take to China. I have no special interest in the matter, however, and do not desire you to think that I am pressing his application.

Yours very truly,

Spillane

Dictated to Phonograph.

REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,

124 WATER ST.,

NEW YORK. Jan. 19th, 1899.

Thos. A. Edison Esq.,
The Laboratory,
Orange.

Dear Sir:

Enclosed I hand you special letter received from Yokohama this morning in regard to the exhibition of the American Graphophone at the U. S. Legation, Tokio, on the above date. This certainly will interest you and shows the quiet but complete action taken by the Company's agent, Mr. Austin Herv, who arrived in Japan Dec. 19th from San Francisco, registering himself at the hotel as from Washington. I shall be pleased to learn whether you know this gentleman and if formerly in your employ, also whether he is a man of larger experience in the Graphophone or Phonograph than would likely be the case with the young gentleman with whom you propose to furnish us to exploit the phonograph in Japan and China. Kindly return the enclosed letter to me with your reply at early convenience. Also please state what will be the earliest date that we can advise our expert being ready to leave for Japan. Our Feb. steamer from Vancouver leaves on the 19th, requiring a passenger to leave N. Y. Feb. 10th. Will it be necessary to delay to a later date or could he leave earlier via San Francisco? If via Vancouver, there is a saving to us in passage money, but this does not compensate for the loss of very valuable time, knowing that

the Phonograph is already ahead of us with its representative in Japan. I am very anxious to know that we are sending out a really competent person, particularly for the phonograph, but with a fair knowledge of incandescent lighting and installing also. This, I understand from you and Mr. Insull, can be combined in the same person.

Mr. Tate is to send me a rough memo. of agreement to be executed between us for the conduct of this specialty. I have told him I will leave the matter to him and your good self to make this initial memo., asking you to form same upon as liberal terms as possible for us, considering the expense to which we will be put with certain competition, reducing the prospect of margins of profit materially. I regret, first, that the graphophone is in existence at all, as you no doubt do also, and still more to find that it is being exploited through our own territory. If you will briefly state to me in a letter, in triplicate, the commercial and social uses to which the phonograph can be put and its advantages over the graphophones I shall feel greatly obliged and will forward same to our friends in the East, who will make use of it with both the foreign and native press as well as by circular. I would like our expert to take with him at least half a dozen phonographs, if same can be got ready; if not, even two, that he may not be delayed in leaving.

Believe me, dear Sir,

Yours very truly,

Frederic D. Trueman

REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK, Jan. 24th, 1899.

A. O. Tate Esq.,

Private Secretary,

The Laboratory, Orange,

Dear Sir:

I have your valued favor of the 21st inst. and am pleased to note that you will be able to arrange for phonograms from the Japanese Minister and others in Washington, before our expert goes to Japan and China. It would be well to obtain same from the Chinese Minister also, addressed to officials in Peking and from the Japanese Minister to officials and to some personal friends, speaking in a social way, if possible. I have had two interviews with the Japanese Vice Consul here, the Consul being absent, but due from San Francisco shortly; also with Mr. T. Takaki, manager of the Yokohama Specie Bank here, and have arranged that, at the proper time when you will put me in the way of same, we will have these gentlemen use the Phonograph in New York, sending the cylinders to Japan by the expert. The full address of the Japanese Minister at Washington is Munemitsu Mutsu, Japanese Legation; the name of the Japanese Vice Consul in New York is Ikumoshio Matsuoaka. We will be able to get just such assistance from each of these officials as we may need. I might get the same privileges from the Chinese. The Japanese Vice Consul goes to Washington on Saturday for a few days and he promises me to have a conference with the

Minister there, explaining the matter fully, so that when our expert calls on him, he will have been informed in advance. Please let me know if you can suggest any other names from whom we would do well to get letters, or other parties whom it would be well to have use the phonograph, that the expert may avail of same.

In regard to the salary to be paid the expert, I am quite willing to defer to the good judgement of Mr. Edison. Of course, it would be better to get a suitable man and pay a little more, as you say, especially if he be a person of some little experience in electrical business, so that his services can be made use of to advantage, combining the Phonograph and elec. lighting, when visiting the different cities of Japan and China, thus advancing the whole Edison interest to our mutual advantage. Please mention this to Mr. Edison.

At your convenience please send me rough memo. of the agreement between us and let me know the result of your latest consideration of the Berlin matter.

Believe me,

Yours very truly,

A handwritten signature in dark ink, appearing to read "Gustav Franklin", with a long, sweeping underline.

REPRESENTING:

FRANZ & CO., SHANGHAI,
FRANZ & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY,
AND STEAMSHIP LINES
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,

124 WATER ST.,
NEW YORK.

4 Feb 1894

My dear Mr Tate

Mr Alex Pison,

Middle aged lawyer, 40 or all of
has lately been appointed by the
Jap. Minister in Washington to
be the lecturer in the Tokyo
University, in place of Dr. Stern
(garage) son Charles, who has just
returned after a three years engage-
ment in Tokyo. - I am very much
pleased with Mr Pison, and he seems to
have good common sense, his views
on Electricity, & kind progress with the
Japanese, and has arranged in his con-
tract that he is to have some share in
the rate of the bank and the matter as
there, to his own satisfaction. I think
with the other 2 shall give him
& Mr Lindley, that he can be made
good help to us, and I have got him
promise to go with to the Laboratory
on Wednesday Pm. at 1 1/2 or 2 Pm. to
be at your place say at about
3 Pm, and I will be glad to have a

has been your own mind & I shall be glad to see you
I hope that you will be able to see me at the office
and the office is at the corner of the street

and I will be glad to have a
and I will be glad to have a

Feb. 6th, 1889.

To His Excellency,

The Chinese Minister,

Washington, D. C.

Dear Sir:

I have the honor to inform you that my firm, Frazar & Co., in China and Japan have been appointed by Mr. Thomas A. Edison his special agents in those countries and Korea for the introduction of his Perfected Phonograph. We are about sending an expert to China with several new instruments and shall have occasion to bring same to the attention of the different departments of the Chinese Government. It is the desire of both Mr. Edison and myself that you should have an opportunity of hearing and testing this new speaking machine, which I feel confident you will agree with me is the latest and most marvellous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentleman, Mr. Miller, to Washington for the purpose of giving an exhibition before the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to Your Excellency and shall feel greatly obliged if you will grant him an interview with the Phonograph. I shall also be glad if you will speak to a few of

your personal friends in the various departments of the Government at Peking upon the Phonograph, and Mr. Miller will take with him the recording cylinders for use in Peking upon an instrument sent by me with our expert; and your friends will have the pleasure of hearing your own voice, as though you were personally present. These might serve as introductions to our expert when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Edison Perfected Phonograph will be sent to that country very shortly, the extensive Edison Laboratory being now in full operation and turning out about 30 complete talking machines per day.

I hope to be in Washington in a few weeks and shall do myself the honor of calling upon you. Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

To His Excellency,

The Chinese Minister,

Washington, D. C.

Dear Sir:

This will be handed you by Mr. Walter Miller, who proceeds to Washington tonight in the service of Mr. Thos. A. Edison of Orange, N. J., the inventor of the Edison Perfected Phonograph. Mr. Miller will take pleasure in showing you the working of the Phonograph and I shall be greatly obliged if you will assist him by allowing him to take down upon the Phonograph some short message of your own to certain officials in China. A special letter which I have forwarded to you today by mail will further explain in regard to the Phonograph.

Thanking you for any courtesies shown to Mr. Miller on Mr. Edison's behalf, I remain, Dear Sir,

Yours very truly,

EVERETT FRAZER,
134 WATER ST.,
NEW YORK.

Feb. 6th, 1889.

To H. E., Munemitsu Matsui,

H. I. J. Minister,

Washington, D. C.

Dear Sir:

I have the honor to inform you that my firms, Frazar & Co., in Japan and China have been appointed by Mr. Thomas A. Edison his special agents in those countries and Korea for the introduction of his Perfected Phonograph. We are about sending an expert to Japan with several new instruments and shall have occasion to bring same to the attention of the different departments of the Japanese Government during the months of April and May. It is the desire of both Mr. Edison and myself that you should have the opportunity of hearing and testing this new speaking machine, which I feel confident you will agree with me is the latest and most marvelous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentleman, Mr. Miller, to Washington with one of his phonographs, for the purpose of giving an exhibition to the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to Your Excellency and shall feel greatly obliged if you will grant him an interview with the phonograph. I shall also be very glad if you will speak to a few of your personal friends in the various departments of the Government in Tokio upon the phonograph, and Mr. Miller will take with him the recording

cyinders for use in Tokio for use upon an instrument sent by me with our expert; and your friends will have the pleasure of hearing your own voice as though you were personally present. These might serve as introductions to our expert when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Edison Perfected Phonograph will be sent to that country very shortly, the extensive Edison Laboratory being now in full operation and turning out about 80 complete talking machines per day. If Mr. Stevens will also kindly speak to an official in Tokio, in English, and allow Mr. Miller to take the record cylinder with him, I shall be obliged.

I had the pleasure of an acquaintance with your predecessor, Mr. Naki, and, hoping to be in Washington in a few weeks, shall do myself the honor of calling upon you.

Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZAR,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1888.

To H. E., Munemitsu Matsui,
H. I. J. Minister,
Washington, D. C.

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Thanking you for any courtesies shown to Mr. Miller on Mr. Edison's behalf, I remain, dear Sir,

Yours very truly,

EVERETT FRAZER,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1899.

Dr. H. N. Allen,
Sec'y Korean legation,
Washington, D. C.

Dear Sir:

I have the honor to inform you that my firms in Japan and China, Frazar & Co., have been appointed by Mr. Thos. A. Edison his special agents in those countries and Korea for the introduction of his Perfecter Phonograph. We are about sending an expert to Japan with several new instruments and shall have occasion to bring same to the attention of the different departments of the Korean Government very soon. It is the desire of both Mr. Edison and myself that you should have the opportunity of hearing and testing this new speaking machine which I feel confident you will agree with me is the latest and most marvelous of Mr. Edison's inventions. This afternoon Mr. Edison is sending a gentleman, Mr. Miller, to Washington for the purpose of giving an exhibition before the Commissioners of the Patent Office. I shall take the liberty of handing Mr. Miller a letter of introduction to you and shall feel obliged if you will grant him an interview with the Phonograph. I shall also be very glad if you will speak to a few of your personal friends

such as Judge Derby and Minister Dinwiddie, and Mr. Miller will take with him the recording cylinders for use in Seoul upon an instrument sent by me with our expert. Your friends will thus have the pleasure of hearing your own voice, as though you were personally present. These might serve as introductions to our expert when showing the Phonograph, and you will do me a favor by advising the Government that a full supply of the original Perfected Phonograph will be sent to that country shortly, the extensive Edison Laboratory being now in full operation and turning out about 30 complete talking machines per day.

I hope to be in Washington within a few weeks and shall have the pleasure of calling upon you. Thanking you in advance for your kindness and attention to Mr. Miller, believe me, dear Sir,

Yours very truly,

EVERETT FRAZER,
124 WATER ST.,
NEW YORK.

Feb. 6th, 1899.

Dr. H. N. Allen,
Sec'y Korean Legation,
Washington, D. C.

Dear Sir:

This will be handed you by Mr. Walter Miller, who proceeds to Washington tonight in the service of Mr. Thos. A. Edison, of Orange N. J., the inventor of the Edison Perfected Phonograph. Mr. Miller will take pleasure in showing you the working of the Phonograph and I shall be greatly obliged if you will assist him by allowing him to take down upon the Phonograph some short message of your own to certain officials in Korea. A special letter which I have forwarded you today by mail will further explain in regard to the Phonograph.

Thanking you for any courtesies shown to Mr. Miller on behalf of Mr. Edison, I remain, dear Sir,

Yours very truly,

EVERETT PRAZAR,
124 WATER ST.,
NEW YORK.

Chas. J. ...

THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Pres.

SAMUEL INSULL, Treas. & Genl. Manager.

J. HUTCHINSON, Secretary.
JOHN K. FUES, Asst. Genl. Manager.



The Edison Machine Works

No. 19 Day Street,

New York, N.Y.

Feb. 13, 1889



Mr. A. O. Tate,

Edison's Laboratory,

Grange, N. J.;

My Dear Tate:

I have written Kruesi to-day to send the young man Churchill, who I told you I thought would suit for Frazer, down to the Laboratory for you to see him. If you think he will answer the purpose, you had better set him to work.

When you see ^{him} tell him that his salary will be \$1200.00 a year; that whilst he remains at the headquarters of the concern that is all he will be allowed, but when he is traveling he will be allowed his traveling and hotel expenses.

I think, for the boy's protection, that you should make arrangements with Frazer, that not only his expenses out to Japan should be paid, but that in event of Frazer & Co. not requiring his services longer, that his expenses back should be paid; either to New York or London, as Churchill might elect.

Frazer & Co. should also undertake to pay his return expenses, if he he leaves them of his own accord, providing that he stays in their service for a period of two years.

Yours, very truly,

Samuel Insull
Genl. Mgr.

Over 700 on
THOMAS A. EDISON, President.
CHAS. BATCHELOR, Vice Pres.

SAMUEL INSULL, Treas. & Genl. Manager

J. HITCHINSON, Secretary.
JOHN W. GUEST, Asst. Genl. Mgr.

THE EDISON MACHINE WORKS.

CABLE ADDRESS:
"EDISON," NEW YORK

BRANCH OFFICE:
10 DEY ST., N. Y. CITY.

Schenectady, N. Y. February 14th. 1889

A. O. Tate, Esq.

Edison's Laboratory.

Orange, N. J.

Dear Sir:-

This will introduce to you our Electrician, Mr. Churchill, whom Mr. Insull has recommended for the position in Japan. Mr. Insull has written to us that he thinks it best for Mr. Churchill to go down to Orange, in order that Mr. Edison can judge for himself whether he would be the proper man to send there.

Yours very truly,

John Kruesi

Asst Gen'l Manager.

REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.

New York, March 7th, 1889.

My dear Mr. Tate:

Enclosed I hand you three copies of the agreement with Mr. Churchill, which I have had signed and witnessed. Will you please call him into your office, have him sign original in ink and duplicates in pencil and witness same for him, returning them to me on Friday? He called at my office today and feels confident that he has fully mastered the use of the Phonograph, except as to taking music on the cylinders, in which the German gentleman in charge agrees to instruct him on Friday and Saturday. If you will have a little talk with Mr. Churchill and satisfy yourself and then so inform Mr. Edison, that you think we have got the proper person to take our work in Japan, China and Korea, I shall feel greatly obliged, for I want you all, as well as myself, to be satisfied that we make a satisfactory start in this business, hoping for the very successful introduction and future for the Edison Phonograph in those countries.

Thanking you for your personal attention and kindness shown in all these and other matters connected with the Edison interests, which I appreciate fully on behalf of my firms abroad, believe me,

Yours very truly,

Everett Frazar

to China & Japan
REPRESENTING
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

New York. March 11th, 1889.

My dear Mr. Tate:

Thanks for your letter of the 8th inst. Am pleased to note that Mr. Edison is well satisfied with Mr. Churchill's qualifications and that he thinks we have secured a good all around man for elec. business in China, Japan and Korea. The two copies of agreement, signed by him and witnessed by you I have received, one handed by you to Mr. Churchill. Before you leave Orange tomorrow morning to come and see me and lunch at 1 o'clock, will you please see Mr. Batchelor, to whom I am writing a special letter, in regard to weights of phonograph and extra cylinders, together with the preparation of 10 additional phonographs to be shipped Friday or Saturday of this week? If you will go through that letter with him and take note of such items as I require information upon that you may supply me with same tomorrow, in order that I may write my letter to Japan to overtake Mr. Churchill, I will be obliged. As yet I have not supplied my Yokohama firm with such information as they will expect from me. I am, therefore, seeking it in my letters to Mr. Batchelor and yourself and shall feel greatly obliged for your kind attention to same.

Yours very truly,

Everett Frazar

EATON & LEWIS
S.B. EATON
EUGENE H. LEWIS

Law Office

120 Broadway (EQUITABLE BUILDING)

New York June 7th., 1889.

A. O. Tate Esq.,
Private Secretary,
Dear Sir:

Will you kindly send me a copy of the two following letters from either you or Mr. Edison to myself, viz.:

Feb. 21, 1889. Regarding 38 per cent. of the Phonograph Works stock.

March 9, 1889. Regarding the arrangement with Frazar & Co. for China and Japan.

As regards the last named letter, I find no documents whatever relating to the Frazar matter. I remember that you and I discussed it once, and that is all I recollect about it. About the time your letter came we had in our office for a few weeks an employee who turned out to be careless about papers, and it may be that he has mislaid the Frazar papers, if I ever had them. I am ready to take the Frazar matter up as soon as I get from you the necessary documents.

Awaiting the favor of your early reply, I remain,

Very truly yours,

S. B. Eaton

Japan, China & Tyoe
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

New York, June 18th, 1889.

A. O. Tate Esq.,

Private Sec'y Thos. A. Edison,

The Laboratory, Orange.

My dear Mr. Tate:

I have your letter of the 14th inst. and note that you call my attention to the fact that the contract given to my firm in Yokohama, for Japan and Korea and in Shanghai for China, is not assignable to any other company or party, except same is made the subject of special negotiation between us and Mr. Edison. Possibly Mr. Edison does not fully understand the position of the matter from the remarks made to you when in my office some little time since. Please say to him that my partner writes me that it was proposed to form a Japanese company for the purpose of exploiting, or at least assisting my firm in introducing the Edison Phonograph throughout Japan, with the view of enlarging the field of its sale and usefulness. I feel sure my partner has had no idea of taking such a step as to form a company and place it exclusively out of our own hands. This I should not, of course, expect or approve for one moment. As I understand from his remarks, my firm would keep a control of same, associating with them certain Japanese, among whom would be our friends with whom we do the larger part of our electrical business,- intelligent, progressive Japanese. We would not, of course, for one moment, take any steps in the matter

*recd
June 20/89*

-2-

prejudicial to your interests or against your full approval and assent.

I shall, therefore, be glad if you will again address me a few lines and say just wherein you think the objection would arise and whether you think it would be better to do nothing in this respect; then, if necessary, I will cable my partner on receipt of your letter, on Thursday or Friday. We are open to receive information and suggestions coming from your experience and our mutual desire to act in perfect accord.

Believe me, dear Sir,

Yours very truly,

A handwritten signature in dark ink, appearing to read "Robert B. Taylor". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Alfred Owen & Company
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENTS)

EVERETT FRAZAR,
124 WATER ST.,

New York. July 16th, 18 9.

Thomas A. Edison Esq.,

The Laboratory, Orange.

My dear Mr. Edison:

You will be pleased to learn that Mr. Lindsley has had the pleasure of presenting to the Governor of Kanagawa and other officials of the Japanese Gov't at Tokio, the phono. messages from the Japanese Minister and friends in Washington, taken by Mr. Miller and me in March last. The officials were greatly pleased and said they could recognize the individuality of the several voices. Gov. Oki, of Kanagawa, Mr. ~~Athide~~ and Mr. Kato have replied to Mr. Matsu, the Minister, by phonogram which they hold. Mr. Samu-ehima also sent a short message to Mr. Matsu on the same cylinder with Mr. Kato. Count Okuma, Minister of Foreign Affairs has been pleased to send a phonogram direct to you. This will be forwarded very shortly. Mr. Lindsley writes that he would be pleased to receive a personal phonogram from you. I shall be obliged if you can accommodate him, mentioning the great success of the instrument the number which you have made or are turning out weekly and such other matters as you may think of interest connected with the phonograph. If you think it advisable to add that the extreme delicacy and minuteness of its manufacture will ~~defy~~ infringement by the natives, it would both please Mr. Lindsley and strengthen his hand

in recommending it to the foreign community, at least . If you will kindly deliver your personal phonogram to Mr. English he will send it to me with other matter in a few days.

I am not advised as yet of any actual sales of the instrument. They have been kept very busy setting the machines up, advertising them and meeting officials and parties for its exhibition. I enclose copy of special circular on the working of the Phonograph issued by my Japan firm. I trust you will find same satisfactory. I would like your criticism upon it if you deem same desirable. I also send you a copy of a Japan newspaper and engraving showing H. M., the Emperor, receiving from his officers the new Constitution promulgated on Feb. 11th, '89 in the new Palace building, lighted by the magnificent Edison electroliers, being a portion of the plant installed by my firm, as you are aware.

Yours very truly,

A handwritten signature in dark ink, appearing to read "Scott D. Gray". The signature is fluid and cursive, with a large, decorative flourish at the end.

Shanghai + Japan
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

New York, July 23rd, 1889.

My dear Mr. Edison:

I must thank you most cordially on behalf of my Japan and China firms as well as for myself, for the time and interest you devoted last night up to 1 a.m. in giving me the opportunity to inspect and hear the various musical phonograms lately prepared in the Laboratory. I shall make special mention of this in my outgoing mail to the East on Friday next. I shall expect to receive Thursday afternoon or early Friday morning the twelve boxes containing six dozen assorted musical cylinders to be sent to Japan by Wells, Fargo express the same day. If Mr. Batchelor will give this his personal attention, as he promised to do, I shall be greatly obliged. Please do not forget to furnish me with a personal phonogram from you to Mr. Lindale, to be enclosed with mine taken by Mr. English last evening, for Mr. Lindale, both accompanying the 6 dozen above named. These should all be packed securely in one large case marked Frazar & Co., Yokohama, Japan. - E.F.W. #1 Per express, and I should receive same early Friday morning to be in time for the outgoing steamer. I will mention to Mr. Lindale that the net cost of these cylinders to us is 30¢ each.

Yours very truly,

Everett Frazar

Phono China & Japan
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

New York, July 29th, 1889.

Mr. C. English Esq.,

Manager Edison Phonograph Works,
Orange

Dear Sir:

In reply to your favor of the 26th inst., I would suggest your having the three complete phonographs got ready as follows:
One for Mr. Li Hung Chang, Peking, please mark Frazar & Co., Shanghai, E.P.W., Nos. 1 up; one for H.M., The Emperor of Japan, and one for Mr. King of Korea, to be packed complete and marked Frazar & Co., Yokohama, Nos. 1 up, E. P.W., the numbers of the packages for the Korean phonograph to follow the last number on the packages containing the machine for the Emperor of Japan, in order that no confusion may arise, as both machines are to go to Yokohama on the same steamer. I understand Mr. Edison is to have handsome nickel or silver plates, with engravings for the three officials above, with compliments of the inventor, Thomas A. Edison, placed prominently on the front of the machine/ also that one or two dozen musical cylinders are to be placed inside of each of the above three sets of phonograph packages. Please see that they are carefully packed with excelsior and well fastened, as they will require several transshipments to reach destination and are liable to be damaged. I am a little in doubt whether to recommend battery or treadle machines, - perhaps the latter if you think that they

H

are simplified, they being liable to be used in the absence of electricians competent to attend to the batteries, by the officials. You will please decide this matter with Mr. Edison. I will let you know a few days in advance when the packages require to be delivered in New York.

One case supposed to contain six dozen musical cylinders has been delivered at my office, but without any word from you I am a little in doubt, - also as to whether this box contains the cylinder upon which a message was recorded by me in your office on the evening of July 22nd, and whether Mr. Edison has spoken to my Partner, Mr. Lindale, in Japan, same being also enclosed. This you were to have done, you will remember. If not done, please ask Mr. Edison to attend to this and send me the phonogram with my own to my office. Let Mr. E. speak specially of the intricate workmanship of the phonograph, the inability of the Japanese to imitate it, the large number you are turning out and all matters pertaining to the phonograph. He might send his regards to Count Okuma, of the Foreign Office and Prof. Fujioka, Eng'r of the Tokio Elec. Light Co., if he desires, the latter having been very ill.

PHONOGRAPH FOR MY OFFICE. Mr. Edison was to get the consent of the Manager of the N. Am. Co. to allow one to be sent from your Works to my office to be used here for a time in connection with my phonographic correspondence with Japan and shortly no doubt, to be sent to Japan, but not sold or loaned in any case in New York. Mr. E. expected to arrange this with his friend, the Manager of the North American Co.

Enclosed I hand you original letter from my firm in Yokohama July 3rd, addressed to your office, from which you will note that Mr. Churchill left an order with the Storekeeper in your Works for certain articles to be shipped out, Mr. Batchelor assuring him that this would be attended to; but it has evidently been overlooked. They ask me to give this matter my early attention and forward same. Will you please refer this to Mr. Batchelor and the Storekeeper and reply to same letting me know when you have the extra parts ready for shipment.

I have just received by mail from Yokohama four phonograms as follows: Three for the Japanese Legation, Washington from the Governor of Kanagawa and the Foreign Office, Tokio, and one from Count Okuma, Minister of Foreign affairs to Mr. Edison. Please say what I had better do with these. Can Mr. Mutsu, the Japanese Minister at Washington, make use of these cylinders without having an Edison phonograph in his office? If you have an agent in Washington with the Phonograph, he might perhaps be willing to send it around to the Japanese Legation and call to reproduce the phonograms. Please give me your ideas on this.

Yours very truly,

A handwritten signature in dark ink, appearing to read "Percy F. Gray", with a stylized flourish at the end.

REPRESENTING:

FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

NEW YORK.

19 Sept 17 889

Ans. Sept. 23/89

Photo Edison &
The Laboratory

Orange.

Dr. Wm.

In re-
sponse to Mr Edison's request that I
should send to Japan, China and
Korea for samples of any description
of wax, grown or manufactured and
taken or received from Japan (I have
samples with particulars of the
former sources, and in close heron
her copies of same with letter from
my firm dated Aug 14, specially regarding
same. I want samples from Korea and
China should expect, when I enclose
all out to the Laboratory, P. O. A. Edison
I shall be glad to learn your report on
same by e, and whether I can
order any description, by mail or cable.

As Mr Edison is absent, I would
say to the gentleman in charge that Mr
Edison desires expressed here personally
has to collect together all the above sam-
ples, with view of testing same for use in
the Phonos, Gramophones, and ordering certifi-

P. A. E.
2 descriptions, although one of
found satisfactory later on -
Max Cylinders. My Tokyo
firm asks to know the exact
prices (per set) for these per dozen.
n.b. I advised your office over
the telephone, at their request.
Please let me know as soon
as convenient the price per dozen
per charge for same to the No.
Am. Photo Co. which is the rate
chargeable here, as mentioned
by Mr. Tate in my office -

Yours very truly,

P.S. Excellent Trayer
Through our inability
to guarantee the max cylinders
in Japan, standing the climate here,
we have been unable to effect any
sale of a machine as yet, as
fully explained in my letter to
the Ed. Photo Works, none of the
former cylinders the font being
moisture proof. Later we have been seen sent.

[ENCLOSURE]

Ogishkama, Aug. 14th, 1899.

Mr. Parthia

Everett, Tanager Co.
New York.

Dear Sir:

Wax. We beg to advise having shipped to you per S.S. Parthia's Dominion Express Co. sample of wax as per memo enclosed.

There is no difference between the Ogishkama and Bohe varieties of fish & vegetable wax excepting their price. The Ogishkama being the more expensive. This is no doubt due to there being a larger stock at Bohe & also to there being more transients in that neighborhood for the production of the vegetable wax.

The vegetable wax, we are informed in our Bohe correspondence, can be had at any time and in quantities of 100 to 500 cases. It is packed in wooden boxes with iron nails, and is accepted by all steamers at current rates of freight.

Fish wax is made only in small quantities and generally during cold weather, it is very soft and would therefore have to be packed in old kerosene oil tins, or casks. It would probably require some months to get a fair quantity together.

Bees wax can be had in quantities of about

[ENCLOSURE]

W

We enclose proforma Invoice of Vegetable,
Beet, Fish & Whale ware for your information.

The code words are taken from Watmore's Code-book.
Cipherography Yours of July 18th to hand. We thank
you for your favourable report upon the Genl.
Directions for Cipherography.

We shall be glad to receive the pamphlet you speak
of. The blue prints were received with yours of above
date for which please accept thanks.

We beg to hand you herewith the Parcel Receipt
& copy of Invoice for one box containing samples of ware.

Yours faithfully,

[ENCLOSURE]

expensive service of vegetable was shipped at Kobe
by the undersigned to New York for account and
risk of the concerned.

100 Bales vegetable wax
At 85 1/2 @ 8 1/4

\$2170 .

Charges

| | |
|------------------------------|--------------|
| Coal & cooling fire 1598 lbs | \$ 15 . |
| Labors & iron bands 209 . | 50 . |
| Godown rent 109 . | 10 . |
| Fire Insurance 419p | 3 71 |
| Export duty | 74 10 |
| Telegrams & incurred | |
| Communication 39p | 10 50 231 01 |

Total \$2401 01

G. & O. S. @ 76 Gold \$1134 77
Yokohama 10th Aug. 1889

Wm. Freight \$12 Gold to \$16 Gold per ton according
to rate. 12 ton - 16 2/3 pounds.

[ENCLOSURE]

Reforma Service of Sugar, shipped at
No. 100000 for the undersigned to New York for
account & risk of the concerned.

on 12th Dec 1960
P.O. 100 2 100

77561-

Price

| | |
|-------------|----------|
| Coal & coke | 18.00 |
| Lumber | 20.00 |
| Paint | 10.00 |
| Oil | 7.75 |
| Gas | 12.00 |
| Electricity | 38.60 |
| Taxes | 549.00 |
| Total | \$317.35 |

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Q: 70 - Gold 414 62

Schizotheca. Dec. 14th 1889.

Quana. Freight ^{old} \$4.60 ^{old} to \$10. per ton according
to route. 2 ton = 10% piculs.

[ENCLOSURE]

Bill of Lading

Shanghai 10th Aug 1889

Shanghai

Shanghai

| <i>Quantiy</i> | <i>Price</i> | <i>Remarks</i> |
|-------------------|----------------|----------------------------|
| <i>1 P. Bell</i> | <i>\$14.55</i> | <i>No 1 Vegetable mes.</i> |
| <i>2 "</i> | <i>14 "</i> | <i>No 2 "</i> |
| <i>Fish mes.</i> | <i>5.50</i> | <i>Fish mes.</i> |
| <i>Whole mes.</i> | <i>4.50</i> | <i>Whole oil mes.</i> |

[ENCLOSURE]

Let. 10. 1. 1890

Let. 10. 1. 1890. For 10. 1. 1890. For 10. 1. 1890. For 10. 1. 1890.

| Plant | Quantity | Price | Remarks |
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Let. 10. 1. 1890

Let. 10. 1. 1890. For 10. 1. 1890.

Phone - 4914
REPRESENTING
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

EVERETT FRAZAR,
124 WATER ST.

NEW YORK, Oct. 2nd, 1889.

The Manager of Edison Laboratory,

Orange.

Dear Sir:

I have your favor of the 23rd ulto. and note that you will report on the samples of wax as soon as received and duly tested in the Laboratory. I yesterday sent you a parcel containing two boxes of sample wax, one from Japan, the other from Korea. These I am given to understand comprise the entire output of wax, mineral or animal. I have already sent you copies of invoice of the Japanese wax and enclose herein a list of samples with code word re. Korean wax. From the note at foot of the invoice you will see that no considerable quantity can be procured in that country and reliable quotations are difficult to get; at the same time, if you find any of same of real value, I will execute any order as promptly as possible. I have yet to hand you samples collected from China and will forward same as soon as received. I shall be pleased to get your report upon the Japan and Korean wax as soon as convenient in triplicate, remaining,

Yours very truly,

Everett Frazar

*Turned over to
Mr. J. S. Work*

[ENCLOSURE]

L4-Chenai & Toppo

FRAZER & CO.

YOKONAMA.

List of Samples

Shipped to Everett Trazar Co., 124 Water Street, New York,
per S.S. "Port Fairy" Aug. 28th 1899. J. J. Schell

| Code Word | Marks | Price | Remarks |
|-----------|----------|------------|---------------|
| Poleita | Borea #1 | Not quoted | Borean Wax #1 |
| Polemico | " #2 | " " | " " #2 |
| Polemonio | " #3 | " " | " " #3 |
| Poleo | " #4 | " " | " " #4 |

Yokohama. Aug. 28th 1889.

Fraxas & Co

Меня

No considerable quantity can be procured and no reliable gelatin is obtained. These samples cost \$2.00 per lb.

Fr.

[illegible]

[ENCLOSURE]

These brackets answer questions for each book & max
no sentence marked can be marked need no
more.

Yotokama Fish way
 a Bess way #136.
 a Yotaka a #65
 Kaca way #1
 a a #2
 a a #3
 a a #4
 Kote Yotaki way #1
 a Fish way
 a Whale way =
 a to Yotaki way #2

21/11/20

Wm. F. B. 1867

[illegible]

李士珍先生手書

[Signature]

REPRESENTING:
Phono. China & Japan
FRAZER & CO., SHANGHAI,
FRAZER & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZER,

124 WATER ST.

NEW YORK, Oct. 2nd, 1889.

| | |
|-------------------|----|
| Received | 18 |
| Contents noted by | |
| Answered | 18 |
| Managed | |

EDISON
PHONOGRAPHIC WORKS
OCT 8 Rec'd
ORANGE, N. J.

Edison Phono. Works,

Orange

Dear Sirs:

I am as yet without acknowledgement of my letters of the 19th and 23rd of Sept. and shall be glad to have you look same through and reply to such points as are required by me for transmission to Japan by next outward mail.

Regarding the three phonos. for the officials of China, Japan and Korea I would say that the wax cylinders have given my firm so much trouble, whereby they have been unable to effect any sales as yet, that it would be better to await a final report on the last package of new cylinders sent out, when, if satisfactory, I shall

want the three instruments got ready for prompt shipment. I will let you know about this later.

Phonographic Pamphlet. When may I expect copies of same?
NEW BATTERIES. The price lists sent me by Mr. Batchelor which I forwarded to Japan and China were marked in the ordinary way net. Please say whether this implies that they are the lowest net prices to my firm as agents of the phonograph, or are they subject to our commission, and what? The 6 new batteries mentioned in my letter of the 19th Sept. I would like got ready for ship. from the Works not later than Tuesday next, the 8th inst., when they will be forwarded from Pier 5 N. R. via the C. P. R'y in time for the "Fort Augusta" from Vancouver Nov. 1st. I shall require gross weights and measures of same and the lowest net cost to my firm. Please mark them Frazer & Co., Yokohama, B.F.W. Nos. 1 up, N. Y.O. & Wm Prescott, c/o C. P. R'y. Kindly write me whether I can depend on the 6 packages being ready for shipment as above.

Yours very truly,

Everett Frazer

*af
1889*

Phono - China
REPRESENTING:
FRAZER & CO., SHANGHAI,
FRAZER & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZER,

124 WATER ST.

NEW YORK, Oct. 30th, 1889.

Edison Phonograph Works,

Orange,

Dear Sirs:

My Yokohama house has recently shipped to the Shanghai firm
spectacle #886,
Phonograph No. 109 with recorder and reproducer, speaking tube,
hearing tube and battery and the following extra parts: one double
hearing tube, 2 glass Vs, 4 glass ear pieces for hearing tube, one
extra glass jar for battery, 12 extra zines for ditto, 1 doz. blank
cylinders, 15 musical phonograms in special wooden box (one of those
brought out by Mr. Churchill.

I presume there will not be any charge for the spectacle No.
886, with recorder, reproducer, speaking tube, hearing tube and
battery, as these are parts which belong to each machine. Con-
cerning the extras I am in doubt as to the proper amount to charge
and shall be obliged if you will give me a detailed memo. of the
cost of each to my Yokohama house.

They also mention that when Mr. Churchill went out he took with
him a list of all the parts of the phono/ with Nos. against each
and that following this blue prints were sent out covering these
but the Nos. of same do not at all agree with those on Mr. Churchill
list. They now ask which set of Nos. is to be used in future.

Yours very truly,

Everett Frazer

Phone - 4100
REPRESENTING:
FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES)

EVERETT FRAZAR,
124 WATER ST.,

New York. Dec. 2nd, 1889.

A. O. Tate Esq.,

The Laboratory,

Orange.

Dear Sir:

Ans. Dec. 3/89

I would suggest your having prepared as soon as can be done 9 of the new phono. spectacle attachments for Yokohama and 3 for Shanghai. I am confident that these would simplify the working of the phonos, out there to such an extent as would assist us in disposing of the stock now on hand. Please let me know how soon these can be packed in two boxes, one marked Frazar & Co., Yokohama N. P. W. #1 with 9 inside and one Frazar & Co., Shanghai, N. P. W. #1 with 3 inside. As soon as ready for delivery we will notify you as to where to have them sent.

Also please say how soon the four phonos. for the King of Korea, the Mikado, Li Hung Chang and Viceroy Tseng of Nanking, bearing a silver plate and to be presented with Mr. Edison's compliments, will be ready. These I understand, are to have the new attachment and I would ask you to use your discretion as to whether or not they should have the treadle instead of battery movement, as less liable to get out of order when worked by the natives.

Please let me know whether Mr. Churchill should make use of the blue prints or the original numbers which he took out from

the Works himself. In his opinion, the treadle machines are preferable to the battery, for three principal reasons; 1st.- they will be used by those not at all acquainted with the battery or the manipulations necessary to make it efficient; 2nd.- trouble and inconvenience is often possible in obtaining chemicals in that part of the world, to say nothing of the expense; 3rd.- there is always a certain amount of dirt in changing the fluids or solution, which would be prejudicial to a great many, especially those not accustomed to their use. My Yokohama firm asks me to send them out one of the treadle machines or such part or parts of it as can be attached to the machines they already possess. They also ask me to send them some musical cylinders containing pieces by a FULL BAND and orchestra of a high class of music, such as is heard at a Thomas concert; also two or three classical piano forte pieces -- probably 3 dozen, altogether, will suffice.

Yours very truly,

+ also add for Green Dragon
Shanghai
order in all
of them. C.A.

Phono - chon
REPRESENTING:

FRAZAR & CO., SHANGHAI,
FRAZAR & CO., YOKOHAMA,
CANADIAN PACIFIC RAILWAY
AND STEAMSHIP LINES.
(JAPAN AND CHINA AGENCIES.)

Copy sent to Phono.
Wks Dec 12/89
EVERETT FRAZAR,

124 WATER ST.,

New York. Dec. 11th, 1889.

A.O. Tate Esq.,

The Edison Laboratory,

Orange.

Dear Sir:

In reply to your favor of the 3rd inst., I shall be obliged if you will send to my office in one box marked Frazar & Co., Yokohama E.P.W. #1, the 9 new spectacle attachments intended for Japan, and in another small box marked Frazar & Co., Shanghai, E.P.W. #1 the 3 new spectacles for that house. I would like these as soon as possible. Please also let me know about how soon the four presentation phonos. will be ready and I will give you instructions in regard to marking same.

I hope to receive a set of nos. of parts taken out by Mr. Churchill which you say have now been changed, together with the prices of the different parts, being required in Japan and China for replacement &c.. Your prompt attention to the above, as I am pressed by each mail for same, will greatly oblige,

Yours very truly,

Edw. D. Frazar

Phone - China

Law Offices

EATON & LEWIS

S. B. EATON
EUGENE H. LEWIS

120 Broadway (EQUITABLE BUILDING)

New York, December 30, 1889.

Alfred O. Tate, Esq.,
Orange, N. J.,

Ans. Jan 2/90

Dear Sir:-

I find that Mr. Edison's contract with Frazar & Company as to the sale of phonographs in China and Japan is one of the documents of which copies will be required in perfecting the organization of the United Co. and as an exhibit to be annexed to some other contract. I am unable to find a copy of this contract in the office and would be greatly obliged to you if you would send me one the first thing in the morning, as this is doubtless one of the documents to which Mr. Eaton's telegram, concerning which I spoke with you on the telephone to-day, referred.

Very truly yours,

E. H. Lewis

1889. Phonograph - Foreign - Mexico (D-89-61)

This folder contains correspondence relating to the commercial development of Edison's phonograph in Mexico. Included are documents concerning the formation of an Edison phonograph company in Mexico and the presentation of a phonograph to the Mexican president, Porfirio Diaz. Among the correspondents are Thomas B. Connery, Edison's phonograph agent in Mexico; Edwin M. Fox, a New York lawyer; and Juan B. Ceballos, a New York merchant. Fox and Ceballos were organizers and investors in Edison's Mexican phonograph company.

All the documents have been filmed except for coded cablegram messages and duplicate copies of selected documents. The cablegrams were originally exchanged in coded form among Edison, Tate, and Samuel Insull. The messages were subsequently decoded and transcribed by Edison's staff. Photocopies of decoded transcriptions relating to the phonograph in Mexico have been filmed in this folder. The original decoded transcriptions can be found in D-89-20 (Edison, T.A. - Secretary - Tate, Alfred O.).

114100

Recd
Jan 24/89

Richmond Hill, L.I.,
January 21 1889

My Dear Mr. Edison

When I saw you
at Lowell you asked me when
I would proceed to Mexico. I
told you as soon as you would
have the two instruments ready
for me, for nothing could be done
without them. You were to have
one specially for Gen. Diaz and
another for show. I wrote the
President of your intention to
present me specially to him
thing to me.

I have been waiting
patiently ever since, sitting with
Fox every little while. Yes-
terday he told me he understood
the two were ready. Is it

really so! If it be true, when
can I call on you amicably?

In view of your own un-
expected delay of course you
will have to extend the
time to obtain the desired
answer.

Please answer soon
at your earliest con-
venience, and also send
me that Power of attorney
day signed &c

Yours faithfully
Thos. Morrey

P.S. That is a nice oblong
for Gilliland & Lumbard

10/24/89

WLS
JMS

Richmond Hill, P. I.

February 24/89

WLS to Mr. Edson

All right, I was chiefly concerned about the delay on account of the agreement specifying a limit of time to obtain a concession. But on that can be arranged, a few weeks more or less will not matter much. It must seem rather odd, however to the people in Mexico, for when there are still things the machines would be ready in a few weeks.

Send the Power of attorney right here. It is

for me of course, and there
is no sense in pretending
otherwise's

Yours faithfully

Edward M. Jones

100-0

Law Office of
Edwin M. Fox,
*147 Nassau Street,
Times Building,
Rooms 129 and 130.*

New York, July 12th 1889 *188*

Dear Mr. Edison;

I have not done much with the spring attachment of the phenograph since I saw you. I have got it ^{so it} runs very nicely for about five minutes and then has to be re-wound but I made up my mind that improvements in the phenograph had better be left to you. lawyers are good enough for trying cases but they are poor scientific developers and I am more at home in Court than in a laboratory.

Mr. Ceballos with whom Mr. Gennery has contracted for association in the Mexican company is one of our leading merchants and stands A. 1. as you will find by reference to the Commercial Gazette. I have had numerous interviews with him and I know of my own knowledge that a better connection for Mexico could not possibly be formed. He has assurances that the concession will be granted for 15 years exclusively for the Edison phenograph, so that we need have no fear of the graphophone in that country. Immediately upon the settlement of the two points which are really of no importance in the contract with Mr. Gennery but which he insists upon as a business man, he will send you an order for two machines for Mexico and engage the young man from your laboratory about whom you spoke

Law Office of
Edwin M. Fox,
*147 Nassau Street,
Times Building,
Rooms 129 and 130,*

New York, 188

to me. He is going to send a Mr. Curtis down to Mexico immediately as his representative to arrange as to placing machines. I knew Mr. Curtis and he is a thoroughly capable man. Mr. Ceballos introduced me today to the Spanish Minister and he and several prominent parties are coming to my office tomorrow at noon to talk into my Edison phonograph and the cylinders are to be taken by Mr. Curtis to Mexico. It would be a graceful thing, if you approve of it, for you to talk a phonogram to President Diaz when you met in this country. Mr. Ceballos says he is sure the President would appreciate anything from you.

Mr. Gannery will see you tomorrow afternoon.

Very truly yours

Edwin M. Fox

Law Offices of
Edwin M. Fox,

147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, July 12th 1889—158

Thos. A. Edison Esq.

Dear Mr. Edison;

I have at last after much difficulty succeeded in getting the phonograph interests in Mexico in satisfactory shape. I have found it necessary, in order to secure the concession, and raise the necessary capital for the carrying on of the business, to make an arrangement as to part of my interest with J. M. Ceballes the head of the firm of J. M. Ceballes & Co. 30 Wall Street New York City. Mr. Ceballes is a very wealthy man, the head of a transatlantic company of steamers and stands as high financially in this city as any man doing business with Mexico. You can very readily find his rating. He is a man of great ability, influence and energy. He has been in communication with the proper parties in Mexico and has the assurance of the exclusive concession of the Edison phonograph for 15 years at least. He has agreed to furnish all the capital necessary for the carrying on of the business but there are two points in the contract that he must have your assurance about. The first is with reference to the clause that the Mexican company shall bind itself to take at least 1000 machines during the first year. He doesn't want to be bound to take so many as it may take more than a year to get the business fairly established and besides he is con-

Law Office of
Edwin M. Fox,
*147 Nassau Street,
Brim Building,
Rooms 129 and 130.*

New York, - Ju - 1888

sible of the fact that you are making important improvements all the time and he would not like to have 2000 machines of the present pattern if the future machines are improved thereupon. He wants from you a letter to the effect that the company will not be bound to take so many during the first year. Second, he wants Clause 6th with reference to the privilege inherent in you to subscribe for one half of the remaining third of the capital stock of the company modified. He will agree to subscribe for the entire third, so that you are not bound to invest any money whatever in the enterprise. Of course this is in accordance with your idea as you probably do not want to invest any cash money in the enterprise. His idea is to invest \$50,000 in cash as a working capital but if more is necessary he will invest. A letter from you to the effect that you waive your right to subscribe for any portion of the working capital will be all that is necessary. Immediately upon the receipt of this he will send his representative to Mexico and start the business, having already arranged for the concession, and you and Col. Geraud will then receive your one third of the entire capital stock as per the agreement. He also authorizes me to engage the young man about whom you spoke to Mr. Fox to go to Mexico as a mechanical expert with the

Law Office of
Edwin M. Fox,
*147 Nassau Street,
Times Building,
Rooms 129 and 130,*

New York,..... 1885

machines at a salary of \$35 per week and his travelling expenses.

As it is necessary for these points to be settled immediately
I will call upon you tomorrow at the laboratory at 4 o'clock in the
afternoon.

I congratulate you as well as myself upon my having formed so
excellent an arrangement, as the name, influence and enterprise of
Mr. Chealles in Mexico will assure the most complete success for
the phonograph.

very respectfully yours

Thomas B. Corning

on 6 1 11 2 4 7 7

6 20

Law Offices of
Edwin M. Fox,

147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, — July 18th 1889 — 188

Dear Mr. Edison;

Re Mexican Phonograph Company

Mr. Ceballos informs me today that it is necessary for the Congress of Mexico to ratify the phonographic concession and that Congress will not convene until the latter part of ^{next} September. In view of this fact it will of course be necessary for you to extend the time until Congress meets. I would suggest that it be extended 60 days after the commencement of the next session of Congress. Please write Mr. Gannery a letter to this effect.

Mr. Ceballos is very enthusiastic over the phonograph.

Very truly yours

Edwin M. Fox

*I will
give you good excuse to
get your and to
Extend*

Phone / Foreign - Mexico

T e l e g r a m .

New York, July 13, 1889.

Thomas B. Conery,

Mr. Edison out of town. Will not return until Monday.

Edison Laboratory.

MEXICO

Law Office of
Edwin M. Fox,
147 Nassau Street,
Times Building,
Rooms 129 and 130,

New York, Tuesday 16 1889

My Dear Mr. Echorn

I have just received your despatch telling me you have cabled forward asking for the required extension. I am afraid of Gouand's delays, and some all are I afraid of losing this grand opportunity to establish the Phonograph in my field of operations. Mr. Leballer is so desirable a party, that no delay should be allowed in closing with him, and I am close now in five minutes when an assurance from you reaches me that the extension of time will be granted. Let me urge you therefore to send me by telegraph such an assurance to-morrow morning whether you have heard from the formidable London procrastinator or not. The

consummation of our deal now depends
absolutely on an immediate assurance
of an extension.

As to the other points of course
if you really deem it necessary you
can communicate with General
mail. But don't delay to send the
assurance, and do it by telegraph to
Mr Fox, so that no delay may occur.

Sincerely yours

Thomas B. Forsyth

Phone - Foreign
Form No. 1.

THE WESTERN UNION TELEGRAPH COMPANY.

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This is an UNREPEATED MESSAGE, and is delivered by request of the sender, under the conditions named above.

WESLEY T. HICKS, General Manager.

MORTON GREEN, President.

| NUMBER | SENT BY | RECEIVED BY | CHECK |
|-------------------------------------|---------|-------------|-------|
| 51 | Quib3n | 10 Oct | |
| Received at: N.Y. 7:48 July 16 1889 | | | |
| Dated: Richmond Hill L. I. N.Y. | | | |
| To: Thomas G. Edison | | | |
| Please telegraph Fox | | | |
| some general assurance can | | | |
| be used today | | | |
| Cormery. | | | |

Phone - Foreign

Telegram

Thomas B. Cormery

July 16, 89.

Have cabled Gouraud, asking for an extension of time.

Thos. A. Edison.

Phone - foreign

T e l e g r a m s .

New York, July 17th, 1889.

Thos. A. Edison, Orange, N. J.

Meeting with Ceballos noon to-day. Must give him
assurance that two months extension will be granted.
Can I do so. Answer telegraph important. E. M. Fox.

Edwin M. Fox,

July 17, 1889.

Will grant two months extension on my own
responsibility. Cannot extend further until
authorized by Gouraud.

T. A. Edison.

RECEIVED

Law Office of
Edwin M. Fox,
147 Nassau Street,
Times Building,
Rooms 129 and 130.

New York, July 17th 1889

Thos A. Edison Esq.

Dear Mr. Edison;

Your telegram giving the two months extension came duly to hand. This enables Mr. Cahalles to arrange about the concession with the Mexican Government Congress. Congress meets on the 16th of September and I have no doubt from what he says that he will be able before the time expires, which will be under your extension October 28th 1889, to get the concession ratified by the Mexican Congress. Mr. Cahalles today executed the contract whereby he undertakes to proceed at once to the best of his ability to organize the Company under the terms of the Geraud-Edison-Connery contract. He is thoroughly in earnest and I believe he is the very best man that we could get to promote the interests of the phonograph in Mexico.

Will you kindly have Batcheler see the man of whom you spoke to me as phonograph expert and upon receipt of word from me send the man to me and I will bring him to Mr. Cahalles who will engage him. I speak of this particular man because you recommended him to me but any man whom you suggest will be engaged by Mr. Cahalles to go to Mexico as mechanical expert.

Sincerely yours

Edwin M. Fox

Law Office of
Edwin M. Fox,
*147 Nassau Street,
Times Building,
Rooms 129 and 130.*

New York,—July 19th 1889—188

Dear Mr. Edison;

Can you meet Mr. Gennery at the laboratory on
Monday next at 2 P. M?

Truly yours

Edwin M. Fox

[PHOTOCOPY. ORIGINAL IS IN D-89-20 (EDISON, T.A. - SECRETARY - TATE, ALFREDO).]

New York, July 24, 1899.

Tate,

Hotel Metropole, London.

708
Comery wants following changes Mexican contract. Number
machines five hundred. Gourmand and Edison rights subscribe for
shares to be waived. Comery has first class parties who will put
up all necessary money. Edison strongly advises our acceptance
changes. See Gourmand.

Insull.

as follows:-

- "Commy wants three
- "months extension to
- "chicago to get Government
- "Concession. Arrange
- "it with Howard.

and on the 14th of July I handed you another extract from a cablegram I had received from America reading

- "Edison took responsibility
- "giving Commy two months
- "extension which we think
- "arrives strong company
- "with monopoly franchise
- "directly Mexican Senate
- "meets. Ask Howard's
- "confirm extension."

At your request I replied to the ~~letter~~ on July 18th saying ~~Howard~~ Howard wants

Phong Mexico

Telegrams received
WCTU (U.S.A.) London
- Telegram 171305

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

Sept 27/89

Colpo. Howard
London

Dear Sir: I understand that you have not yet formally confirmed ^{by letter} the ascent which you gave to certain concessions which were made Mr. Thos B. Commy in connection with the Phenograph business in Mexico.

On the 16th of July last I handed you an extract from a cablegram I had received from America, reading

Commeny extension. "Writing Confirmation" which you told me at the time you would do.

On July 24th I handed you copy of another cablegram addressed to myself same day as follows:-

Commeny wants following
" changes Mexican Contract
" Number machines five hundred
" Gram and Edison rights
" Subscribe for shares to be
" raised. Commeny has first
" class parties who will put
" up all necessary money.
" Edison strongly advises
" our acceptance changes
" Be Granda "

To which at your request I again
urged your assent.

I spoke to you about this matter
in Paris and you said you
would write a confirmation
as soon as you reached London.

If you have not already
done so will you please send
your confirmation to America

Telephone 10000.
Victoria, London.
Telegram 31308.

HOTEL VICTORIA,
NORTHUMBERLAND AVENUE,
LONDON, W.C.

at once and send
me a copy of the
same. I should be
glad if you could
find it convenient
to catch the steamer
which carries mails
to America tomorrow,
Saturday 14th inst.

Yours
J. A. G.

Mexico

Law Office of
Edwin M. Fox,

*107 Nassau Street,
Times Building,
Rooms 129 and 130.*

Ans. Oct. 9/89.

New York, Oct 5th 1889 188

T. A. Edison Esq;

Dear Mr Edison;

Mr Connery and myself start for the City of Mexico next Monday. We shall stop in Washington long enough to get Minister Romero, Secry Blaine and if possible the President to talk phonograms to the Mexican authorities. For that purpose I will bring to Washington the machine I use in my office. We will also stop in Nashville and there engage as expert a young man formerly employed in your phonograph factory who speaks Spanish. He is well endorsed by your people as thoroughly capable. He left your factory to accept an engagement with the Tennessee Phonograph Company.

You will be pleased to know that we are taking with us phonograms to the President and high officials in Mexico, spoken by the leading Mexican officials in this Country. These we obtained at a dinner recently given by Mr Ceballos at the down town club at which were present a large number of prominent gentlemen. The phonograph worked magnificently on that occasion. I also take phonograms from prominent newspaper men here to the leading newspaper men of Mexico which will be of great assistance to us. Although I have some 20. excellent musical records, like Oliver Twist, I want more and I would much appreciate any that you be able to send me from the labo

Law Office of
Edwin M. Fox,

2 Edison

107 Nassau Street,

Times Building,

Rooms 129 and 130.

New York, _____ 188

ratory, as I know you frequently get some good ones there. I want particularly a phonogram spoken by yourself to President Diaz, tendering him in your name the Phonograph designed for him. You can forward it to me care of the U.S. Legation City of Mexico.

Mr Connery and myself went to your factory on Friday to see about the two machines set apart for Mexico and we left an order for thier immediate shipment via Wells Fargo Express. The freight and all expenses will of course be paid by us. Please have Genl Diaz name on a plate on the one that goes to him. Concerning the battery to be used, I would prefer storage batteries, if you have them, if not send the best batteries you have. I will take from here a couple of storage batteries, such as the Metropolitan Co use in addition. In the order for the machines, we did not specify particularly the accessories to the phonographs but we rely upon you to ship complete outfits in all details for the two machines, including extra recorders and reproducers, cords double ear pieces et

Will you kindly see that there is no delay in the shipment .

Our latest advices from our associates in Mexico are very encouraging concerning the concession and we hope to secure it without delay. Regretting exceedingly that I will not have the pleasure of personally seeing you before my departure and congratulating you

I am, Sincerely Yours

Edwin M. Fox

Memo - Mexico

Encl. Address "Edison, New York."

From the Laboratory
of
Thomas A. Edison.

Subject, _____

Orange, N.J., Oct. 9, 1888

Dear Mr. Fox, -

Mr. Edison reached home on Sunday, and has just read your letter of 5th instant.

If you have not succeeded in obtaining an expert in Nashville, let us know at once. We can find a young man who speaks Spanish, and get him ready for you in a very short time.

Yours very truly



Private Secretary.

Edwin M. Fox, Esq.,
147 Nassau St., New York.

Your machines will be expressed
not later than tomorrow
note

Phone Service
Encl. Address "Edison, N.Y. N.Y."

*From the Laboratory
of
Thomas A. Edison.*

Subject: _____

Orange, N.J. Oct. 8, 1889. *188*

J. C. English, Esq., Manager,
Edison Phonograph Works,
Orange, N. J.

Dear Sir:-

Here is a letter from Mr. Connerly, in regard to a
phonograph for President Diaz. Will you kindly let me know what
is being done about the machine.

Yours truly,

Ad. Gate

Private Secretary.

H.

[ENCLOSURE]

phonograph. Mexi-b

Richmond Hall

Long Island

10/27/89

Recd. Oct 27/89

My Dear Mr. Edison

I fully intended calling on you Monday next, before my departure for Mexico with the Fox; but I fear I will not be able and therefore write to you. Perhaps this is better, as you will be overwhelmed with business and social demands for some days following your return.

I left written instructions with your Mr. English about the Diaz phonograph and the other perfected phonograph which you promised to have ready for us and ship to Mexico, as we might request with all the supplies and a number of musical and other cylinders for Presdt

[ENCLOSURE]

Diaz and general exhibition
purposes. On one of the cylinders
will you speak a special
message to General Porfirio
Diaz, asking his acceptance
of the phonograph &c. Will
you also have his name
placed on his special phono-
graph as follows:-

"President Porfirio Diaz"

PORFIRIO DIAZ

Any new talks you may have
will be welcome, especially
by distinguished people in Eu-
rope and America.

Wishing you long life
and happiness,
Yours as ever

Thomas Mooney

Form No. 1.

Photo-Mexico

THE WESTERN UNION TELEGRAPH COMPANY.

This Company TRANSMITS and DELIVERS messages only on conditions limiting its liability, which have been assumed to by the sender of the following message. Errors can be guarded against only by repeating a message back to this sending station for comparison, and the company will not hold itself liable for errors or delays in transmission or delivery of Unrepeated Messages, beyond the amount of toll paid thereon, and no case where the claim, is not presented in writing within sixty days after sending the message.

This is an **UNREPEATED MESSAGE**, and is delivered by request of the sender, under the conditions named above.

NORVIN GRKEN, President.

| NUMBER | SENT BY | REC'D BY | TIME |
|--------|---------|----------|-------|
| 33 | Miss | Id | 12:33 |

Received at

ORANGE, N. C.

Oct 12 1889

Dated

Nov 12

To

J. A. Edison

Confirmed

Oct 14/89

Oct 8/89

Please telegraph me to
Laredo Texas when machines
up
S. B. Connery

Phos. Mexico

o b o 1 o 2 10 3
to 1 2 3 4 5 6 7 8 9 10 11 12

Hotel Iturbide
City of Mexico. Nov. 8. 1889

Ans. Nov. 18/89

Dear W. Edison: I am more than
pleased to be able to tell you that last night
President Diaz his whole family viewed
us at his private residence, was enchanted
with the Phonograph & at hearing your
voice that I translated (your words) into
Spanish, he immediately asked for a Spanish
interpreter, calling upon the Sovereign
of Inventors, "as you certainly are."
I trust to meet with success shall have
no stone unturned to accomplish the
desired end.

W. Edison, inform us if we only had single
hearing tubes, who I connected them together
please ask the Works to ship me off
at once, say 4 sets of six, & also four
1.14 funnel.

W. F. left this morning & takes
with him President Diaz's answer to you.
I am, Dear Sir, faithfully yours
T. A. Edison Esq. J. P. Batallas

Phono-Hexico
Richmond Hall, Long Island, N.Y.

November 21 1889
Per Mess. 12/29 - W. 1/1
Dell Edison

I needed her last
night, and will see you at
any time that may suit your
convenience. Notify me
when you are ready, and I
will go out to the Park.

I hope Mr Fox has
given you the cylinder on
which Purdt-Ding spoke.

Wishing you all
health & pros. I am

Yours faithfully
Thos. M. Morring

Mexico

Editor M. Fox,
Attorney and Counselor at Law,
Times Building
117 Nassau Street,

Public Address "Mundo Nuevo" No. 246
Telephone No. 111, New York

Ans. Dec. 7/89
New York, Dec 4th 1889 18

Dear Mr Edison;

For interesting Spanish reading I send you enclosed a clipping from an influential Mexican paper, just received by me, from which you can see that the descendants of Montezuma continue in ecstasies over the phonograph. Their admiration for you finds voice in such expressions as "Rey de los inventores" and "Genio del Mundo".

I forgot to mention to you the other day that as one of my first steps in Mexico I extended an invitation to the Mexican Commissioner of Patents to examine the machine. He came to the hotel and I took particular pains in explaining all the details and pointing out to him the broad scope of your invention. As the result I can say that should any of "the gentlemen on the other side" hereafter turn their eyes toward Mexico with a view to obtain patents for "graphophones" they will meet with a cheerless reception.

Truly Yours

Editor M. Fox

P.S.

Since my return my little daughter has been teasing me to get one of your pictures with your autograph. If you have one to spare I would appreciate it very much.

E. A. T.

2/10/89 - 11/11/89
Ans
Dec 19/89
Richmond Hill, Long Island,
December 13 1889
My D^r Mr. Tate

Thanks for your despatch
advising me of Mr. Edison's absence
from the Tarrytowns. It is unfortunate,
but inevitable, I suppose.

Will you kindly inform me
whether a letter for Col. Gouraud, which
I sent from Mexico, care of Mr.
Edison, was forwarded? I have re-
ceived no word from The London
magazine, and can't understand it.

Will you also inform me
whether it is true, as I am informed,
that some of the newest machines
are now on the market?
I am anxious to learn how soon
for a fine bunch might be
ready for Mexico.

Yours faithfully
Chas. M. Townsend

J. M. CEBALLOS & CO.

CABLE "CEBALLOS"
P.O. BOX 3424.

DOMESTIC

Dec 11/87

80 Wall St

New York Dec. 13^d 1887.

Mr. A. O. Tate.
Edison's Laboratory.

Orange.

Dear Sir:

Pending Mr. Edison's return and my interview with him, will you kindly inform me whether Mr. E. M. Fayard, employed in your laboratory, is personally known to you and what is your opinion as to his capacity, integrity and fitness to organize & superintend the Phonograph service in Mexico.

Thanking you in advance, I am

Yours truly

J. M. Ceballos
per A. Cayat

9 is a first-class mechanic the
finest workman I have with a
little training on phons he would
be a good man for mechanical dept
but not for business

ans.
Dec 19/89

Photo - May 110

Richmond Hill, Long Island,
December 18, 1887

My Dr. M^r Edison

As I had not seen his
name in the papers, I was surprised not a
little to learn from a friend yesterday
that Col. Gouraud was in New York.
Will you give me his address
by return post, as I wish to speak
with him. Some days ago I received
a letter or despatch from Mr. Tate
telling me you would not return for
two weeks, and I wrote him asking
him to let me know if Col.
Gouraud had received a letter from
one sent from Mexico in your
care. Mr. Tate has not answered
me, so that I am not a little
puzzled.

Yours faithfully
Thomas A. Edison

over

I was most anxious to confer
with you as to the kind of cyphers
suitable for the Mexican post
Office. Mr. Abalos was very
desirous of conferring with you
also before completing the or-
ganization.

DOMESTIC

J. M. CEBALLOS & CO.

CABLE "CEBALLOS"
P. O. BOX 5424.

ms
Dec 21/89 80 Wall St.
New York December 19th, 1889

Mr. Thos. A. Edison,

Orange.

Dear Sir:-

We have placed in the hands of our attorneys, Mess. Starnis & Curtis, 58 William Street, the papers referring to the Mexican rights under your patents, for the purpose of advising us as to the formation of a corporation, and we have selected the name of the Edison Spanish-American Phonograph Company as the title of the new corporation.

The details are to be arranged in accordance with their advice, and we will communicate further with you in regard to it.

We will take it for granted that the above title meets with your approval unless you notify us to the contrary, and we remain,

Yours truly,

J. M. Ceballos & Co.
per A. Cuyik

Edison Mexican Phonograph Co

J. M. CEBALLOS & CO.

CABLE "CEBALLOS"
P.O. BOX 3424.

DOMESTIC

ack. Dec. 28/89

80 Wall St.

New York December 24th, 1889

(C.)

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

Your favor of 21st inst. at hand, and contents noted,
It was our intention in suggesting the "Edison Spanish American Phonograph Co." not to confine our proposed Company solely to the Mexican territory, as we were in hopes that eventually arrangements could be made whereby our interests would be extended to other Spanish American countries.

It strikes us that by so doing a consolidation of all that business could be made, and satisfactory terms made with any other parties that may have a prior claim upon you for concessions in any of the other Spanish American countries.

Awaiting a reply before taking any further step, and any suggestions in this matter, we remain,

Yours very truly,

Amf. of

P.S. We would suggest that after the incorporation of this Co. some Companies be established in which the mother Company would have an interest, and in that manner the Edison Mexican Co. could be established and your name be attached to all the Companies in the other Spanish American countries.

Amf. of

pl. ms. 1744/199

ack. 3/22/99

Richard Hill, L. I.
March '89

part of a letter from Ceballos
accepted by me today.
You will see what he states abt.
an interview with you. I am
afraid I have no "influence"
at present with the Edison admini-
stration, but I feel bound to
second what Ceballos wishes as to
an interview. He is a very busy
man like yourself, but is willing
to go to you any day you may
fit, laying aside all his other
engagements. I have told him
that in consequence of your absence
we doubt many letters, in your
oblivious correspondence, must
have been overlooked.

I saw you and for

a few moments yesterday
and he told me about the
important negotiations looking to the
removal of the graphophone com-
petition. I am afraid there is
going to be some further delay
which may seriously affect our
Mexican interests.

A hurry Xmas to you
and yours and may you never
die, at least until we can
be assured of dying.

Yours faithfully
Thomas H. Johnson

Employment

EDISON LABORATORY.

TELEGRAM.

18

Dear Sir,

Mr. English told me I might call
on you. I have as my only pleasure of attending
Lansdown. My object is to see you in Mexico
where Mr. English tells me a lot is starting.
I thoroughly know Spanish & have for
influential friends in Mexico - in fact I have
Mr. Payne a letter or two, before I left.
So I venture to offer my services as an
Expert one who thoroughly knows the

Machens having burnt all its branches
here at the works.

Mr. English told me he would
willingly give you all details you
may require. —

Very & cordially
Respectfully Yours,
J. B. Bader

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